Trade and Industry

8 August 1975 20p

BOTB trade promotion guide

MADE IN BRITAIN

contact points

Firms wishing to put inquiries to the Departments of Industry and Trade will find contact with the nearest Regional Office most convenient. Telephone numbers are:

Northern Region, Newcastle upon Tyne	**0632 27575**
North West Region, Manchester	**061-236 2171**
Yorkshire and Humberside Region, Leeds	**0532 443171**
East Midlands Region, Nottingham	**0602 46121**
West Midlands Region, Birmingham	**021-632 4111**
South West Region, Bristol	**0272 291071**
Eastern Region, London	**01-603 2070**
London and South Eastern Region	**01-603 2060**

Departmental Buildings in London

1 Victoria Street, SW1H 0ET **Monsanto House, Victoria Street, SW1H 0NQ**	**01-215 7877**
Abell House, John Islip Street, SW1P 4LN **Millbank Tower, Millbank, SW1P 4QU** **Thames House South, Millbank, SW1P 4QJ**	**01-211 3000**
Dean Bradley House, 52 Horseferry Road, SW1P 2AG	**01-212 7676**
Export House, 50 Ludgate Hill, EC4M 7HU **Hillgate House, 26 Old Bailey, EC4M 7HU**	**01-248 5757**
Sunley House, 90-93 High Holborn, WC1V 6LP	**01-405 6911**
Waterloo Bridge House, Waterloo Road, SE1 8UA	**01-275 3000**
Cleland House, Page Street, SW1P 4LW	**01-222 8020**

In Scotland

Contact **The Scottish Economic Planning Department, Industrial Development Division, Alhambra House, 45 Waterloo Street, Glasgow G2 6AT**	**041-248 2855**

In Wales

Contact **The Welsh Office, Industry Department, Block 2, Gabalfa, Cardiff CF4 4YL**	**0222 62131**

Trade and Industry

6 August 1976

News from the Departments of Industry·Trade·Prices & Consumer Protection

MADE IN BRITAIN

Exports to twelve countries of goods ranging from skateboards to an airliner are featured on this week's cover and in greater detail in 'Photonews' – see pages 396 and 397.

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Editorial
Room 439, 1 Victoria Street,
London SW1H 0ET.

Editorial inquiries:		01-215 5730
Editor:	Alan Williams	01-215 5653
Deputy editor:	C. R. Kabraji	01-215 5654
Features and Technology:	Geoff Sedgwick Jennifer Clarke	01-215 5656 01-215 5074
Special Features and Promotion:	John Bentley	01-215 5655
European Community and Overseas trade:	Gillian Samuel Alex Mayne-Reid	01-215 5620 01-215 3016
Art and pictures:	Bob Priestley	01-215 3118
Circulation control:	Christine Swinyard	01-215 5021

Advertisements
T. G. Scott & Son Ltd., 1 Clement's Inn,
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Home news

New advance factory and land purchase programme

A new programme of advance factories and land purchase was announced on 3 August by Alan Williams, Minister of State at the Department of Industry. The programme amounts to £2.9 million, comprising about £2.1 million for advance factory building and £0.8 million for land purchase. The factories are expected to create about 900 new jobs.

In a written answer to a parliamentary question from Robert Woof (Blaydon), Mr. Williams referred to the announcement by the Chancellor of the Exchequer on 24 September 1975 about increased financial provision for advance factories, as part of the package of measures aimed at job creation in the regions. 'My predecessor,' he said, 'gave details of the programme on 28 November 1975.

'Good progress is being made at many of the sites, but some starts have been delayed by difficulties of land acquisition. In order to maintain the momentum of the programme within the published financial provision, I am now authorising construction of a further 19 factories.

'I am also authorising the purchase of further land so that later programmes of factory construction may be enabled to proceed more quickly.'

Location and size of factories

	Square feet
NORTHERN REGION	
Longbenton	1 × 15,000
Hartlepool	2 × 25,000
	1 × 15,000
	1 × 10,000 (Terrace unit)
NORTH WEST REGION	
Fleetwood	1 × 10,000
Speke	1 × 15,000
Gillmoss	1 × 15,000
Blackpool	1 × 10,000
Rochdale	1 × 15,000
Irlam	1 × 10,000
YORKSHIRE AND HUMBERSIDE	
Hull	1 × 10,000
	2 × 5,000
Grimsby	1 × 10,000
	1 × 5,000
Rotherham	1 × 10,000 (Terrace unit)
SOUTH WEST REGION	
Plymouth	1 × 10,000
EAST MIDLANDS REGION	
Sutton in Ashfield	1 × 15,000

The new advance factory programme is the seventh announced since July 1974. The total value of these programmes is £20.5 million, and the number of jobs which are expected to be created is about 8,200.

The availability of factories built in advance of demand is an important part of the regional incentives package of loans or grants given under the Industry Act 1972. Most tenants will qualify for an initial two-year rent free period. Inquiries for factories can be made to any of the Department of Industry's regional offices. The factories will be built by the English Industrial Estates Corporation. Since July 1975 responsibility for factories in Scotland and Wales has rested with the Scottish and Welsh Offices.

Industry Act assistance: interest rates increased

The maximum rate of Interest Relief Grant and interest rates for loans under Section 7 of the Industry Act 1972 are increased with effect from 2 August.

The rate of Interest Relief Grant available in those cases where it would be appropriate to allow the equivalent of an interest free period on a Department of Industry loan – but where firms obtain their finance from other sources – is being increased from 12½ per cent to 13 per cent for each interest free year.

The 'concessionary' rate of interest on loans for employment-creating projects (Category A) is increased from 9½ per cent to 10 per cent. The 'broadly commercial' rate of interest on loans for modernisation projects not providing additional employment (Category B) is increased from 12½ per cent to 13 per cent.

Review of consumer representation in the nationalised industries

A report by the National Consumer Council on its review of consumer representation in the nationalised industries was published on 3 August. In reply to a parliamentary question from Bruce Grocott (Lichfield and Tamworth), Shirley Williams, Secretary of State for Prices and Consumer Protection, described the report as 'very thorough and impressive'.

The Government, she said, would be giving its recommendations serious thought in the light of their general examination of the problems of nationalised industries, taking into account also the results of the industrial democracy study and of the National Economic Development Office's examination of the role of nationalised industries in the economy and their relationship with government, when these are available.

Mrs. Williams pointed out that certain recommendations in the report, relating to appointments to the nationalised industry consumer councils, reflected changes in practice had already been introduced. 'These changes are designed to strengthen further the membership of the councils, and I intend to proceed with them.

'Meanwhile I am seeking the views of those most closely affected, including the councils themselves, on the report's other recommendations most of which involve legislation. I should be glad to receive by the end of September comments on the recommendations from other organisations or individuals.'

Revised undertakings given by oil companies

Shirley Williams, Secretary of State for Prices and Consumer Protection, has accepted proposals by the Director General of Fair Trading for the revision of undertakings given in 1966 by oil companies following the Monopolies Commission report on the supply of petrol to retailers.

In answer to a parliamentary question from Ioan Evans (Aberdare) on 3 August, John Fraser, Minister of State for Prices and Consumer Protection, said that after consulting all the parties having an interest in the supply of petrol to retailers and after carefully considering all the evidence brought to light in

the review, the Director General had proposed a number of changes to the existing undertakings. A unified document had been prepared which incorporates the 1968 as well as the current amendments.

The undertakings on the leasing and licensing of company premises had been substantially revised and the new amendments provide that:

1 No lease or licence agreement will be terminable solely on the ground that in any specified period the tenant or licensee has not purchased a certain quantity of petrol for resale at the station in question or has not sold a certain quantity there.

2 A short-term licence issued following the death or insolvency of a tenant or licensee shall not exceed six months' duration.

3 Holding over of expired leases or licences shall not exceed three months.

4 Renewal or further grant of a licence shall be on terms that are fair and reasonable.

5 In the case of certain companies which issue long-term licences (three years or more), as opposed to leases, to the occupants of company owned sites disputes about termination or non-renewal of such licences shall be subject to an arbitration scheme to be approved by the Director General.

Mr. Fraser explained that the arbitration scheme was still under discussion with the companies concerned and would be implemented when final agreement was reached. Other undertakings would continue in force with only minor technical modification to take account of the passage of time since the report was published.

'My Rt. Hon. Friend has accepted the Director General's proposals and the companies concerned have given undertakings to her on the lines of the revised text, which will be printed in *Trade and Industry* on 13 August. The undertakings will take effect a week later.'

Edmund Dell's statement on Skytrain judgement

Edmund Dell, Secretary of State for Trade, said in Parliament on 2 August that he was urgently studying implications of the judgement on the Laker Airways Skytrain.

Answering a private notice question from Terence Higgins, Mr. Dell said:

'The revised Policy Guidance to the Civil Aviation Authority which was annexed to the White Paper on "Future Civil Aviation Policy" (Cmnd 6400) was approved by an affirmative resolution of both Houses in February 1976. The judgement by the High Court, on 30 July, throws into doubt the validity of some important aspects of that guidance, and of my predecessor's decision to withdraw the designation of Laker Airways as a UK scheduled service carrier under the Bermuda Agreement. I am urgently studying the implications of that judgement.'

New research reports on industrial democracy

Two research reports on European experience of industrial democracy and worker representation at board level have been published (HMSO, £1.05 for both). The authors, Eric Batstone of Warwick University and P. L. Davies of Oxford University, were commissioned by the Industrial Democracy Committee to review and evaluate the published evidence on the working of industrial democracy in Europe. This will help the committee in taking account of this experience in its own report.

Lord Bullock, chairman of the committee, explains in a brief preface to the two reports why the committee has decided to publish them. First, they fill a gap in the published material, which tends to concentrate on description rather than analysis of European experience. Second, the committee hope that they will stimulate public debate.

Both reports emphasise that the existence of worker directors does not automatically extend industrial democracy in the sense of increasing the influence of employees on company decision-making. For one thing, it is rare for the board of directors to be the place where the real decisions are taken. Mr. Davies therefore advocates closer legal definition of the responsibilities of boards of directors.

Additionally, in a private enterprise system the concept of 'the good of the company' remains paramount and is identified with its profitability.

Both authors are agreed that, to have any meaningful effect, workers' representatives must have parity of representation on company boards. They regard as irrelevant the argument about the respective merits of two-tier or unitary systems of company boards.

Both authors consider that the trade union movement should be in control of worker representation at board level. They do not consider that all companies should by law have worker directors.

Both reports consider collective bargaining, and the widening of its scope, as more important than representation at board level.

Although sceptical about the influence of worker directors on the management of companies, Mr. Batstone concedes that there may be marginal advantages in what is, in effect, a recognition of the existence of workers' power and an attempt to channel it into constructive action. Mr. Davies says that an effective parity system of worker representation would involve profound changes in UK company law and fundamentally affect the rights of shareholders.

New Welsh Office Industry Director

John Clement has succeeded Mr. P. B. Hunt who recently retired as Director, Welsh Office Industry Department. Mr. Clement moves across from the post of Under-Secretary, Economic Planning Group, Welsh Office. He was born in Velindre, near Swansea, and was educated at the local primary school and Pontardawe Grammar School. Mr. Clement was secretary to the Council for Wales between 1955-60. He was appointed Under-Secretary and chairman of the Welsh Planning Board in 1971. He is also chairman of the Celtic Sea Official Committee. As Under-Secretary, Economic Planning Group, Mr. Clement has been concerned with Welsh economic planning, Celtic Sea oil and gas activity, EEC regional policy and the Welsh Development Agency.

Agricultural engineers occupy Bridlington terrace units

Norman Marsh (Carnaby) Ltd. have taken occupation of two terrace units totalling about 450m² (5,000 sq. ft) built by the English Industrial Estates Corporation on the Carnaby Industrial Estate, Bridlington.

Norman Marsh, currently occupy premises in Skipsea but require additional production space to expand the manufacture and assembly of agricultural components. An additional 20 people are expected to be employed when the new premises are fully operational.

Development Commission factory at Berwick

Work will soon start on a 900m² (10,000 sq. ft) advance factory for the Development Commission on the East Ord Industrial Estate, Berwick-on-Tweed.

A contract worth about £87,000 has been awarded to Stanley Miller Ltd. of Newcastle upon Tyne. Architects are J. D. Coxon and Associates and quantity surveyors are J. B. Wearmouth and Newbigin, both of Newcastle.

Work will begin this month and the

premises should be ready for early next year.

Inquiries regarding purchase or lease to: Regional Director, Department of Industry, Northern Region, Wellbar House, Gallowgate, Newcastle upon Tyne NE1 4TR (tel. 0632 27575).

British Leyland's export performance 'outstanding' says Eric Varley

Recent export performance by British Leyland has been 'outstanding', Eric Varley, Secretary of State for Industry, told Parliament on 3 August.

Mr. Varley, who was moving a motion authorising the National Enterprise Board to lend up to £30 million to British Leyland, said that the NEB's summary report showed an improvement in industrial relations over the past year. These improvements had led to a rise in exports of 44 per cent by value in the first six months of 1976 and more than 10 per cent in unit terms over the equivalent period last year.

'Even against the background of the general increase in exports of the motor industry, British Leyland's performance has been outstanding,' said Mr. Varley.

Mr. Varley said that the reorganisation of British Leyland was effected quickly and smoothly. Leyland cars had increased their production rate by nearly a third from October last year to May this year. Associated with that the NEB had said that there had been a 24 per cent increase in productivity as measured in terms of output per man.

Impressive as those figures were, they had not even been sufficient to enable British Leyland to catch up fully with the demand in the domestic market. That was partly because they had refused to take the easy option of diverting export sales to the home market. They had stuck to the long-term view that export markets must maintain their priority if confidence was to be built up overseas and if the fairly ambitious targets for improved penetration in Western Europe were to be realised.

The NEB had agreed with British Leyland that major capital expenditure programmes should be submitted to the NEB, whose approval would be conditional upon acceptance by representatives of the work force of the need for certain levels of productivity improvement to ensure that investment was worthwhile. The Government attached great importance to that procedure.

The period of the loan would be 20 years. If British Leyland were to draw down funds today the rate would be 15⅞ per cent.

Valuation for British Leyland and Rolls Royce (1971) shares

Eric Varley, Secretary of State for Industry, announced on 29 July that he had determined the valuation of the Government shareholdings in British Leyland Ltd. and Rolls Royce (1971) Ltd., which have already been transferred to the National Enterprise Board and also the valuation of certain Government loans which are being transferred to the NEB.

In written answers to parliamentary questions from Walter Johnson (Derby South), Mr. Varley said:

'I have determined the valuation of the Government shareholdings in British Leyland Ltd. and Rolls Royce (1971) Ltd. on transfer to the National Enterprise Board, and I have consented to the transfer to the National Enterprise Board of the Government's loans to Rolls Royce (1971) Ltd., British Leyland Motor Corporation Ltd., Ferranti Ltd., and The Cambridge Instrument Company Ltd., and holdings of loan-stock in Dunford and Elliott Ltd.

'I have laid appropriate statements before each House of Parliament today in accordance with Section 5 of the Industry Act 1975.'

The Secretary of State gave his consent on 25 February 1976 to the transfer of 246,490,683 fully paid British Leyland Ltd. ordinary shares, of 50p nominal value, to the NEB. The valuation now determined is £246,490,683. At the same time the Secretary of State consented to the transfer of 137,000,000 fully paid Rolls Royce (1971) Ltd. shares of £1 nominal value. The valuation now determined is £137,000,000.

The Secretary of State gave his consent on 28 July 1976 to the transfer of the following loans, held by him, to the NEB for the consideration shown:

Company	Securities transferred	Consideration
Rolls Royce (1971) Ltd.	i Unsecured loan of £25,263,650	£25,263,650
	ii Unsecured loan of £8,000,000	£8,000,000
	iii Unsecured loan of £25,000,000	£25,000,000
British Leyland Motor Corporation Ltd.	Unsecured loan of £10,000,000	£10,000,000
Ferranti Ltd.	Secured loan of £6,333,334	£6,333,334
The Cambridge Instrument Co. Ltd.	Subordinated loan of £1,000,000	£1 000,000
	Secured loan of £2,250,000	£2,250,000

BSC reports £255m loss in 1975/76

In its financial year ended 3 April 1976, the British Steel Corporation made a loss of £255 million after interest payments of £108 million, depreciation of £118 million and taxation of £9 million. The loss was in sharp contrast to the previous three years of profitability. The corporation's aim, however, is to break even during the current year. 'Encouraging progress has already been made,' said the chairman, Sir Monty Finniston.

The annual report of the corporation, published on 28 July states that major losses were experienced by many other world steel-making companies, including some in Japan. This largely reflected the world-wide trade recession, of a severity unknown for over 40 years. Steel demand is particularly susceptible to fluctuations in economic activity.

Because of this drastic reduction in home and export demand for steel, the corporation's operations were at a very low and uneconomic level – around two-thirds of its production capability, on average, and little over half in respect of strip mill products. Moreover, the recession prevented the corporation from raising its prices at a time when its wage and other operating costs were continuing to escalate rapidly due to inflation. The advantage of cost reductions on imported raw materials caused by the recession was neutralised by the fall in sterling.

The corporation was especially vulnerable in this situation because of its high fixed costs in the form of much outdated plant, uncompetitive manning scales and a very high interest burden on as yet unproductive capital investment under the massive modernisation programme it has in hand. The corporation's output was further constrained in 1975/76 by production and industrial relations difficulties.

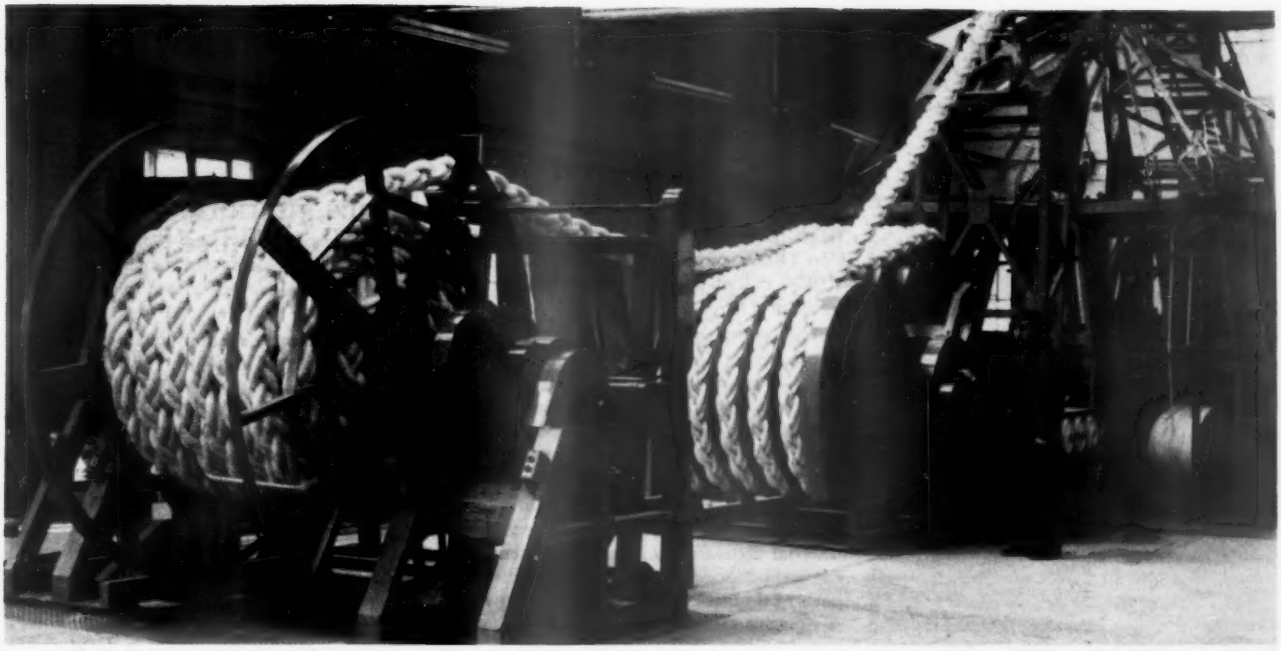
Steel production for the year totalled only 17.2 million tonnes, compared with 20.8 million tonnes in 1974-75.

The report states that the final loss was not as severe as was forecast earlier in the year, because a cost reduction and loss avoidance programme, which was vigorously pursued, achieved savings of £170 million. The corporation expresses its gratitude 'to all of its employees who contributed to the success of these measures.'

Capital expenditure in the year amounted to £530 million, considerably higher than the previous year's record capital expenditure of £311 million.

The report says that the agreement reached with the manual unions on 23 January 1976, is regarded by the corporation as a watershed in its relations with the trade unions. It was a mutual recognition that higher productivity could and should be achieved within the industry. Progress in implementing the agreement has been slower than had been hoped, particularly in achieving new permanent manning levels.

The number of strikes during the last



Hawkins and Tipson Ropemakers Ltd., Erith, Kent, is producing mammoth eight-strand rope on a machine recently installed at Burfield Works, Hailsham, Sussex, to extend the group's range of man-made and steel wire ropes for mooring, towing and other marine applications. As well as being capable of producing 100m lengths of this rope size 24 (192mm diameter) for offshore and single point mooring requirements, the new machine can turn out 500m lengths of 96mm diameter rope for towing. A size 24 rope has been made for use in the Far East – a spun staple polypropylene type floating rope, with a strength of 380 tons. A no. 24 nylon rope made on the same machine would have a strength of 590 tons. These large ropes have been produced to withstand the rigours of offshore and single point mooring, and some of the machinery (the two stranding machines) involved was designed and made at the H. and T. group engineering factory at Liverpool.

financial year increased to 368 (272 last year). All but two of these stoppages were unofficial. There was, however, a reduction in the number of production embargoes imposed by the workforce. A high proportion of the strikes occurred in the first half of the financial year, and the report says that there was an encouraging improvement in industrial relations in the last quarter following the January agreement: strikes in the last quarter numbered 60, compared with 91 a year earlier, and embargoes 14, compared with 39.

At the end of the year, there were 210,200 employees, compared with 228,300 at the end of the previous financial year.

On prices, the corporation states that had it had price freedom in the past years of good trade, and been able to build up reserves, its ability to withstand the extreme financial pressure of 1975-76 would have been strengthened. It estimates that had it set its prices at the levels ruling in the ECSC, its revenue would have been about £750 million greater between Vesting Date in July 1967, and March 1975.

Imports continued to represent a major problem, states the report, particularly for strip mill products. Because of the recession, many of the corporation's overseas competitors were selling at uneconomic price levels. Progress in regaining the corporation's home market share was slow, although by the end of the year commercial action to reduce import levels was showing signs of succeeding with the corporation's market share starting to recover. The report states on imports: 'Principally because of the delay in commission the No. 3 blast furnace at Llanwern, Strip Mills Division continued to be unable to achieve consistently its planned production and quality levels. This led to a decision by the corporation to import slabs, so that supplies for motor car manufacture would be maintained at the required level.'

The North Sea energy market provided a profitable source of orders for steel in the early part of the year, but demand faltered during the year and the off-shore market forecast up to 1980 indicates that total requirements may turn out to be half the previous estimate.

'To offset the combination of the reduction in UK demand and the increased capacity now available,' the report says, 'strenuous efforts are being made to re-enter traditional export markets, from which the corporation had withdrawn.'

A record profit of £24 million was made by the corporation's wholly-owned subsidiary, BSC (International) Ltd., and its own subsidiaries, during the year. The company's new investments overseas, to support BSC's main UK steelmaking activities, included a project relating to iron ore mining in Quebec, and acquisition of a major steel stockholding outlet in West Germany. The company's subsidiary, BSC (Overseas Services) Ltd., has recently gained important contracts to provide management and technical services in Iran, Mexico and Saudi Arabia.

Looking ahead, BSC says that it will strive to ensure that its levels of production and costs enable it to increase exports and reduce the share of the UK market taken by imports, while reaping the maximum benefit from the improved market and price levels. It intends to continue implementing the labour productivity agreement of January 1976, and to achieve real reductions in all operating costs as its major capital development programme bears fruit.

Applications invited for 1977 Queen's Awards

Applications are now invited for the 1977 Queen's Awards for Export and Technology.

The awards are given to those UK firms which show, irrespective of their size, the most outstanding achievements in increasing exports or in technological advancement.

Application forms for the 1977 Awards can be obtained from The Secretary, The Queen's Awards Office, Williams National House, 11-13 Holborn Viaduct, London EC1A 1EL (tel. 01-222 2277). The closing date for applications is 31 October 1976.

Winners will be announced on the Queen's Birthday, 21 April 1977.

Minister visits Meriden and NVT

Lord Melchett, Parliamentary Under-Secretary of State at the Department of Industry visited the Meriden Motorcycle Co-operative and NVT Motorcycles Ltd on 5 August.

Within the Department of Industry, Lord Melchett has responsibility for small firms and takes a particular interest in industrial co-operatives. The aim of Lord Melchett's visit to Meriden was to learn more about the co-operative and is one of a number of such visits around the country.

Filling the gap on conferences

A new scheme designed to improve presentation standards at conferences was launched in London on 27 July.

Put together by Conference Spectrum Ltd. the Guaranteed Venue scheme aims to fill the frequently yawning gap between the needs of conference organisers and the standard of presentational facilities offered by venues.

Besides providing some of the latest audio-visual equipment in microphones and speakers, projectors, lecterns, easels and sets, the package incorporates professional surveys of conference venues and a training programme covering the technical, operational and marketing aspects of conference management for all levels of staff. Also included is a system of scheduled preventative maintenance for the equipment and the facilities of a nationwide service network.

Negotiations with Chevron (UK)

The Department of Energy, the British National Oil Corporation (BNOC) and Chevron Petroleum (UK) Ltd. issued the following statement on 28 July:

'The Government, BNOC and Chevron Petroleum (UK) Ltd., are now in meaningful negotiations on a participation agreement.

'All parties have the objective of reaching acceptable terms by this autumn, which will meet the requirements of Government policy and will safeguard the interests of Chevron.

'The Secretary of State and Minister of State for Energy recently met the chairman and vice-chairman of Standard Oil Company of California (SOCAL), Chevron's parent company, and a number of topics were discussed, including participation.'

To date four participation agreements have been signed. They are with Gulf, Conoco, Tricentrol and Ranger Oil (UK).

The Government and BNOC have also reached agreement on the principles of state participation with British Petroleum.

BNOC has purchased Burmah's interest in the Ninian oilfield. The Government has also reached agreement with Burmah for BNOC to purchase 65 per cent of Burmah's interest in the Thistle field and two adjacent areas through the medium of a subsidiary company and a 95 per cent interest in Burmah Oil Development Ltd.

Chevron has a 24 per cent share in block 3/8, which includes part of the Ninian field. The company took over the operatorship of the Ninian field from Burmah on 1 March 1975.

Post Office profit in 1975-76

A change in the financial fortunes of the Post Office was the outstanding feature of 1975-76, states the annual report and accounts of the Post Office, published on 28 July. A loss of £306.6 million in 1974-75 was turned into a profit of £147.9 million in 1975-76.

The report cites three main reasons for the improvement in the Post Office's finances. The Government accepted the need for more realistic pricing policies after many years of artificially low tariffs. The Post Office benefited from the Government's counter-inflationary policies and, in particular, the £6 a week pay policy was successful.

Another main ingredient was the success of internal measures to improve efficiency and cut costs. 'Sacrifices were demanded from all parts of the Post Office, and they were made. A rigorous review of spending led to operational cuts . . . Total savings averaged more than £1½ million a week'.

The fall in business during a year of general economic recession was in line with what was expected. The prices increases did not take the Post Office to the point of diminishing returns. Although the postal service remained in the red, this was only because of losses on parcels. The letter service made a profit.

To the total Post Office profit the telecommunications service contributed £154.7 million, the giro service £0.8 million, remittance services £0.3 million and the data processing service £1.3 million. The postal service made a loss of £9.2 million. Giro is paying to Government a £0.3 million dividend (plus the related tax of £0.1 million) on the £13 million public dividend capital which now forms part of its reconstructed capital base.

The aim of the Post Office was to make a profit of about £80 million for the telecommunications service and to restrict the postal deficit to not more than £70 million. Internal economies produced savings of £35 million in posts and £44 million in telecommunications over the year. This, together with the benefits flowing during the latter part of the year from counter-inflation policies, led to the substantially better results actually achieved by both posts and telecommunications.

The profits were essentially from telecommunications, which is currently investing over £900 million a year at today's prices. The inland parcel service lost £42.8 million in 1975-76, whereas all other postal services, including the inland letter service, made profits totalling £33 million. 'There is,' states the report, 'no prospect of making the parcel service viable solely by marketing and cost cutting and, as it is not to be subsidised, price increases cannot be avoided . . . Uncertainty about future government action jeopardises the attainment of an economically viable parcel service. The case was still being debated at the end of the year.'

Also under discussion with Government was the responsibility for funding the element of the pension fund deficiency attributable to the period before the Post Office became a Corporation in 1969. Contributions to finance this deficiency amounted to £91.6 million in 1975-76 – equivalent to about ½p per inland letter and 0.3p for an inland telephone call.

Price guarantee from the Post Office

'All telecommunications prices will be kept unchanged until 31 July 1977 – the end of the present stage of the pay policy. This means that telecommunications prices will not have been increased for 22 months since the last increase in October 1975.'

This promise was given by Sir William Ryland, chairman of the Post Office on 28 July. Commenting on the report and accounts of the Post Office for 1975-76, he said:

'In view of the good results now confirmed in the accounts we have decided to extend the period for which we will keep all telecommunications prices unchanged.'

Telecommunications

Investment in the year was £917 million, a rise of £129 million over the previous year, due to higher costs. The volume of the programme was 4.5 per cent less.

The most marked effect of higher charges and the general economic recession was in call growth. Local calls increased by only 1.6 per cent to 13,736 million, and trunk calls by only 1.9 per cent to 2,356 million. However, international calls grew by a record 15.2 million to 92.1 million.

A total of 1.27 million new telephone connections were supplied during the year, bringing the total number of connections in service to 13.2 million.

The momentum of overall improvement in quality and speed in providing service was maintained. The waiting list for telephones fell from 102.000 to 47,000. This is equivalent to about two weeks' supply and is the practical minimum.

There were fewer equipment faults and the percentage of calls for which plant was satisfactory increased by 1.0 to 96.3 in the STD service and by 0.3 to 98.3 in the local automatic service. There were further improvements in the international dial service and the percentage of calls failing in the UK network fell from 10.3 to 5.8.

An improved staffing position led to 90.5 per cent of daytime inland calls through an operator and 91.1 per cent of night-time calls being answered within 15 seconds. Of international calls, 81 per cent of daytime and

69 per cent of night-time calls were answered within 15 seconds.

Posts

Over the whole year 92 per cent of first class mail was delivered by the working day after posting. For the second class just below 90 per cent was delivered within two working days.

There was a fall of 9 per cent in the number of letters posted and of 15.3 per cent in parcels handled. This fall was largely as forecast, and there were signs of recovery towards the end of the year.

Giro

There was further encouraging growth in the business deposit and local authority rent collection markets. Some headway was made with the recruitment of personal accounts in a difficult market, and at the end of the year the number of accounts was 517,000.

Turnover was up by 50 per cent to £30,000 million, balances rose to £192 million and the level of transactions by 20 per cent to 195 million.

Research and development

Close and effective co-operation with manufacturers was maintained in the development of 'System X'. Tests of the processor utility – the main control device for 'System X' switching centres – was begun and substantial progress was made on the essential programme and system structures.

Research and development expenditure in the year increased by 39 per cent to £40.2 million, largely through higher costs. Of this sum £38.6 million was spent on telecommunications, £1.5 million on posts and £0.1 million on data processing services. Of the telecommunications expenditure 62 per cent (£24 million) was spent on new systems, 24 per cent (£9.2 million) on existing systems and the remainder (£5.4 million) on exploratory research.

Industrial relations

Savings equivalent to 14,000 staff in telecommunications and 11,700 staff in posts were made during the year by means of cuts in manpower and levels of overtime.

First digital transmission contracts

The first contracts in Europe for a new system of sending telephone calls over long distances have been placed by the Post office. The new system, say the Post Office, will pave the way for improved speech quality for telephone users and, at the same time, maintain flexibility in the way the Post Office uses its telephone network.

Contracts for the first working systems using the new technique – high-capacity digital transmission – have been placed with GEC Telecommunications Ltd and Standard Telephones and Cables Ltd. The contracts are for seven systems – each capable of carying 1,680 telephone calls simultaneously – linking Birmingham, Coventry, Northampton, Leicester, Walsall, Wolverhampton, Stoke and Stafford, and due to come into service by the end of next year. They follow 18 months of successful development work by the Post Office and industry.

The contracts are the Post Office's first step towards a telephone network using the new digital techniques to link the main population centres of Britain. This network is part of the Post Office's programme for introducing the all-electronic telephone exchange systems planned for the 1980s. Further orders for the transmission system are expected to be placed later this year, extending long-distance digital transmission into northern England.

In simple terms, digital transmission systems carry telephone speech signals converted from continuous electric waves into streams of electric impulses which are sent over telephone cables and converted back into speech waves at their destination. Digital transmission systems can more easily carry a mixture of services – such as television, computer data and facsimile, as well as ordinary telephone calls – without mutual interference.

GEC will be manufacturing their equipment in their transmission division factories in Coventry. And STC at its transmission division plant at Basildon, Essex.

Applications for domestic air fare increases

Applications for a variety of increases in domestic air fares to be effective from 1 November 1976 have been received by the Civil Aviation Authority from British airlines. Most of the proposed increases are about £2 above the present levels.

London-Edinburgh/Glasgow and Prestwick

The following changes have been applied for by British Airways and British Caledonian Airways:

Class	Period of year	Days of travel	Prescribed fare	Proposed fare
One way fares First	Year round	Any day	£35.00	£39.00
Tourist	Year round	Any day	£24.00	£26.00
Gatwick discount	Year round	Any day	£22.00	£24.00
Standby Shuttle (Heathrow)	Year round	Sat., Sun.	£14.00	£15.00

British technology explained to American visitors

Peter Hollings (left), managing director of electrical and mechanical repair engineers, Dowding and Mills Ltd., explaining a technique to John F. Ehlers, president of Temsco Inc., Baltimore, Maryland. The visit was made in connection with the annual convention of the US-based Electrical Apparatus Service Association. Over 60 delegates visited Dowding and Mills' Birmingham works. Bicentennial year brought this leading US trade association to London: over 700 people attended, including members from the UK, the EEC and several Commonwealth countries.

London-Belfast

British Airways have applied for the following changes on the route London (Gatwick and Heathrow) to Belfast:

Class	Period of year	Days of travel	Prescribed fare	Proposed fare
One way fares First	Year round	Any day	£37.00	£40.00
Tourist	Year round	Any day	£25.00	£27.00
Gatwick discount*	Year round	Any day	£23.00	£25.00

* Available only on services to or from Gatwick started between 0830 to 1630 hours and 2030 to 0600 hours on Monday to Friday. Available on all flights to or from Gatwick during Saturday and Sunday.

In their application British Midland Airways are proposing that the tourist and 'discount' fares between Gatwick and Belfast should be the same (ie £25), and that this fare should be available at all times.

Other routes

Full details of proposed increases on other domestic routes are given in the Authority's Official Record, Series 2.

All the above applications will be considered by the Authority at a public hearing in September 1976.

The Register of Restrictive Trading Agreements (Restrictive Trade Practices Acts 1956 to 1973)

Additions and amendments to the Register

A list of additions and amendments made to the alphabetical index to the Register between 2 May and 31 July 1976 is given below; the amendments are shown in italics. An explanation of the symbols used in the index was published in *Trade and Industry* on 2 January 1976 (page 8).

Inspection of the Register

The Register may be inspected between 10 a.m. and 4.30 p.m. on any weekday except Saturday and certain holidays at any of the following addresses:

Office of Fair Trading
Chancery House
Chancery Lane
London WC2A 1SP

9 Hope Street
Edinburgh EH2 4EL

Department of Commerce
176 Newtownbreda Road
Belfast BT8 4QS

The fee for inspecting the Register is 50p per day, but if fewer than five agreements are inspected, the fee is 10p for each agreement.

Indexes to the Register, one as published in *Trade and Industry* and one in which commodities are grouped by classes, may be inspected at these addresses free of charge.

Additions and amendments to the Register

Registered no. of agreements	Commodity	
	B	
2947	Beers and stouts. Belfast (Ulster NI)	F 3/71
	Wines and Spirits	*add C 6/76*
	F	
3785	Flour gluten	
	Wheat starch slurry for manufacturers of paper and board	
	P	
3949	Plastic mesh insoles	

Monopolies Commission reports on restrictions on advertising by the legal professions

Following publication on 29 July of the Monopolies and Mergers Commission's reports on restrictions on advertising by the legal professions in England and Wales, and in Scotland, Shirley Williams, Secretary of State for Prices and Consumer Protection, is asking the Director General of Fair Trading to initiate discussions with the professional bodies concerned.

In answer to a question from Ioan Evans (Aberdare) about publication of the reports, John Fraser, Minister of State for Prices and Consumer Protection said in the House of Commons:

'They are being published today.

'The Monopolies and Mergers Commission reports on the supply of services of solicitors in relation to restrictions on advertising

'The Commission found that, both in England and Wales and in Scotland, the restrictions provided, and the profession accepted, that (with some minor and limited exceptions) all forms of personal advertisement and publicity and of touting are forbidden to solicitors.

'The Commission accordingly concluded that a monopoly situation, as defined in Section 7(1)(c) and (2) of the Fair Trading Act 1973, existed in favour of solicitors in England and Wales, and also in Scotland, in that in each case the total supply of services of such solicitors was by persons who so conducted their respective affairs as to restrict competition, in that they accepted restrictions on advertising.

'The Commission concluded that these restrictions in England and Wales and in Scotland operated against the public interest in three respects:

1 They prevented the public, and potential new entrants to the profession, being given information about the services offered by individual solicitors or firms of solicitors.
2 They were likely to have disadvantageous effects on the competitiveness and efficiency of the profession generally, on the introduction of innovatory methods and services, and on the setting up of new practices.
3 They might in some degree enhance the importance of other less open and challengeable methods of attracting business and detract from public confidence in the profession.

'In addition the Commission concluded that in the case of England and Wales the restrictions had on occasion impeded the operation of law centres contrary to the public interest.

'The Commission recommended that the current rules of the relevant professional bodies which placed a general prohibition on advertising and soliciting business should be terminated and should be replaced by a rule which would allow any solicitor in England and Wales and in Scotland to use such publicity as he might think fit provided that:

1 No advertisement, circular or other form of publicity used by a solicitor should claim for his practice superiority in any respect over any or all other solicitors' practices;
2 Such publicity should not contain any inaccuracies or misleading statements; and
3 While advertisements, circulars and other publicity might make clear the intention of the solicitor to seek custom, they should not be of a character that could reasonably be regarded as being likely to bring the profession into disrepute.

'The Commission considered that, provided that the basic changes which they regarded as necessary were made in the present codes, there would be no need for modification of the existing arrangements operated by solicitors for formulation and enforcement of the codes of the profession on advertising, except that in the case of Scotland, the Commission supported proposals which the profession has made for lay representation on the Council of the Law Society's Discipline Committee and for a lay observer to whom appeals could be made.

'The Commission recommended that the new rule on advertising should be formulated in precise terms through consultation between the Director General of Fair Trading and the professional bodies concerned.

'The Monopolies and Mergers Commission reports on the supply of services of barristers in England and Wales, and advocates in Scotland, in relation to restrictions on advertising

'The Commission found that, both in England and Wales and in Scotland the restrictions provided, and the professions accepted, that (with some minor and limited exceptions) all forms of personal advertisement and publicity and of touting are forbidden to barristers and advocates.

'The Commission accordingly concluded that a monopoly situation, as defined in Section 7(1)(c) and (2) of the Fair Trading Act 1973, existed in favour of barristers in England and Wales and advocates in Scotland, in that in each case the total supply of services of such barristers and advocates was by persons who so conducted their respective affairs as to restrict competition, in that they accepted restrictions on advertising.

'However, the Commission concluded that these restrictions did not operate against the public interest in either case for the following reasons:

1 Lay clients were not suffering from a lack of

useful information on the services offered by individual barristers or advocates. The present structure of the legal profession did not permit a lay client to approach a barrister or advocate except through a solicitor; and the Commission was satisfied that there was ample reliable information and advice available to any solicitor who might be uncertain of the appropriate counsel for a lay client and that the latter was therefore in a more favourable position than a layman requiring information on most other professional services.

2 They did not deter new entrants to these professions or make it more difficult for them to become established as practitioners.

3 They had little or no effect on the profession's efficiency which depended very largely on the personal abilities of the individual barrister or advocate.

4 Their continuance was unlikely to enhance the importance of any other less direct, or covert, means of attracting business or to undermine public confidence in these professions.

'For these reasons the Commission concluded that neither of these monopoly situations operated, or might be expected to operate, against the public interest.

'The Commission, in the report on restrictions on advertising by barristers, noted that the Bar Council published information in the Law List, in legal journals, and in local newspapers where appropriate, when a new set of chambers was being opened and they suggested that the Bar Council should consider taking similar action in respect of barristers who resumed practice.

'Action on these Monopolies and Mergers Commission reports

'My Rt. Hon. Friend, the Secretary of State, in the light of the Commission's reports on restrictions on advertising by solicitors, agrees that the current rules forbidding advertising by solicitors in England and Wales and in Scotland should be replaced by new rules allowing advertising subject to certain safeguards; and she agrees that this matter should be discussed by the Director General of Fair Trading and the Law Society and the Law Society of Scotland. My Rt. Hon. Friend is accordingly asking the Director General to initiate appropriate discussions about how the current rules might be changed without prejudice to the high standards of the profession and the proper and adequate administration of justice.

'My Rt. Hon. Friend, in the light of comments made in the Commission's report on restrictions on advertising by barristers, is asking the Director General to initiate discussions with the Bar Council on possible means of improving the dissemination of information on barristers to solicitors. She is also asking him to initiate similar discussions with the Faculty of Advocates.'

Notes

All four references were made to the commission by the Director General of Fair Trading on 24 July 1974 under Sections 47(1) and (2), 49(1) and 50(1) of the Fair Trading Act 1973. The Commission was asked to report on whether monopoly situations existed in relation to the services of solicitors and barristers in England and Wales, and solicitors and advocates in Scotland, limiting consideration to agreements and practices relating to the advertising of the professional services concerned. Because of the differences in the law between England and Wales, and Scotland, separate references were necessary in each place.

The reports on restrictions on advertising by solicitors in England and Wales, and Scotland, were submitted on 16 January 1976. The reports on restrictions on advertising by barristers in England and Wales, and by advocates in Scotland, were submitted on 31 March 1976.

Copies of each of the reports are available from Her Majesty's Stationery Office, 49 High Holborn, London WC1 (and branches) or through any bookseller.

Letters to the Editor

Letters to the Editor should be addressed to the Editor, *Trade and Industry*, Room 437, 1 Victoria Street, London SW1H 0ET, and *not* to HMSO.

Services for Solicitors in England and Wales (ISBN 0 10 255776 4) (HC 557) – price £1.59
Services of Solicitors in Scotland (ISBN 0 10 255876 0) (HC 558) – price £1.24
Barristers – Advertising Restrictions (ISBN 0 10 255976 7) (HC 559) – price £1.14
Advocates – Advertising Restrictions (ISBN 0 10 256076 5) (HC 560 – price £1.04.

Patents endorsed 'Licences of Right'

Under Section 35 of the Patents Act 1949 the following patents were endorsed 'Licences of Right' on the date specified.

Number	Grantee	Subject-matter
19 July 1976		
1,276,081	EMI Ltd.	Improvements in or relating to proximity sensing devices
1,283,522	EMI Ltd.	Improvements relating to gramophone record bagging machines
1,362,785	EMI Ltd.	Improvements relating to radar apparatus
1,264,563	Agfa-Gevaert Aktiengesellschaft	A photographic silver halide emulsion having an increased sensitivity and reduced fogging, a process for the production thereof, and its use in the production of photographic images
1,344,310	Agfa-Gevaert Aktiengesellschaft	Image receiving material for the silver salt diffusion process
1,360,616	Exxon Research and Engineering Co.	Improvements in rubberised asphalts
1,413,793	Exxon Research and Engineering Co.	Improving flame combustion
1,175,394	Hawker Siddeley Dynamics Ltd.	Improvements in or relating to temperature compensation circuits
1,369,983	Hawker Siddeley Dynamics Ltd.	Improved control means for gear boxes
1,019,299	Radiant Pen Corporation	Multi-cartridge ball-point pen
1,022,785	Radiant Pen Corporation	Display ball-point pen
1,308,933	Talentum Developments Ltd.	Improvements in fire detection apparatus
1,410,482	Talentum Developments Ltd.	Improvements in fire detection apparatus
1,190,311	Heinz Focke	Methods and apparatus for forming individual portions of fibrous material
1,310,651	Griffine-Marechal	Embossing cylinder process and product
1,314,399	Organisation Ralfs KG	Improvements in belt conveyor systems
1,323,146	Vendops Ltd.	Improvements in infusion apparatus
1,337,775	Raymond Jefferson	Rotary wing aerofoil assembly
1,379,567	Agence Nationale de Valorisation de la Recherche, known as Anvar	Improvements in or relating to an apparatus for cleaning the tyres mounted on at least one axle of a motor vehicle
1,421,406	Egyesult Izzolampa Es Villamossagi Reszvenytarsasag	A gas discharge lamp
26 July 1976		
1,276,912	Agfa-Gevaert Aktiengesellschaft	Process for the preparation of silver halide emulsions
1,373,146	Agfa-Gevaert Aktiengesellschaft	Process for the production of relief images using photocrosslinkable polymers
1,027,146	Agfa-Aktiengesellschaft	Photographic silver halide emulsion
1,199,271	The British United Shoe Machinery Co. Ltd.	Improvements in or relating to applying adhesive compositions to outsoles
1,199,272	The British United Shoe Machinery Co. Ltd.	Improvements in or relating to bonding outsoles to shoe bottoms
1,279,467	Poclain	Improvements in or relating to civil engineering machines
1,347,795	Poclain	Improvements in or relating to fluid feed apparatus
1,362,614	Taurus Gumiipari Vallalat, (formerly known as Orszagos Gumiipari Vallalat)	Insulating building materials
1,368,851	Taurus Gumiipari Vallalat, (formerly known as Orszagos Gumiipari Vallalat)	Improvements in or relating to adhesives
1,059,013	Marie Pierre Poitevin de Fontguyon	Improved device for the determination of the vertical above a given point
1,319,685	Fylde Electronic Laboratories Ltd.	Panel for use with modular printed circuit electronic assemblies
1,339,354	Lawter Chemical Inc.	Triazine compounds and pigment compositions embodying same
1,397,433	ITT Creed Ltd. (formerly known as Creed and Co. Ltd.)	Printing telegraph device

Any person who claims that the patentee at the time of endorsement of any of the above patents was precluded by a contract in which claimant is interested from granting licences under the patents may apply for cancellation of the endorsement on Patent Form No. 45 within two months after the date of endorsement.

E. Armitage
Comptroller

Preliminary annual report on electrical accidents in the home

Forty-six people died as a result of electrical accidents in the home in 1975, John Fraser, Minister of State for Prices and Consumer Protection revealed on 28 July.

Replying to a parliamentary question from Gwilym Roberts (Cannock), Mr. Fraser said:

'The total number of accidental electrocutions in the home in 1975 was 46. The breakdown according to the type of electrical equipment involved was as follows:

Wiring and accessories	22
Portable tools	8
Electric fires	3
Electric blankets	1
Electronic equipment	1
Miscellaneous appliances	11

'The preliminary statistical report for 1975 can be obtained from my department from today.

'A full report on electrical fatalities in the home in 1974 and 1975 by my department's Electrical Adviser will be published in the autumn.'

Copies of the report may be obtained from the Electrical Adviser's Office, Room 547, 1 Victoria Street, London SW1H 0ET.

The Electrical Equipment (Safety) Regulations 1975, lay down comprehensive safety criteria for all equipment designed or suitable for domestic use.

New booklet for fishermen

A booklet giving the position in June this year of all suspended wellheads and permanent installations in the North Sea has been issued by the Department of Agriculture and Fisheries for Scotland (DAFS) on behalf of the United Kingdom Offshore Operators Association.

The provision of this booklet was recommended by the Fisheries and Offshore Oil Consultative Group and it supplements the navigational warnings which are already issued by the Hydrographer of the Navy.

Price Commission raw materials report

Shirley Williams, Secretary of State for Prices and Consumer Protection, made a statement on 29 July on the Price Commission Report on Raw Materials Movements, which was briefly mentioned in *Trade and Industry* last week, page 300. Replying to a parliamentary question from John Garrett (Norwich South) Mrs. Williams said:

'The report by the Price Commission on "The Effect of Movements in the Price of Raw Materials on the Retail Price of Goods' ", which has been published today, examines the effect on retail prices of changes in the price of raw materials during a period of pronounced fluctuations in world prices. It examines in detail the effect, on the prices of selected consumer products, of changes in the price of four individual raw materials. It finds that:

In general, manufacturers' net profit margins were eroded during the period.

Distributors for the most part maintained their gross profit margins on the products selected for study. (The Price Commission point out that the gross profit margin has to meet the expenses of running the business as well as provide the net profit. Maintenance of the gross profit margin in the selected products studied in the report does not necessarily mean that the net profit margins were maintained either on these products or over the business as a whole.)

Lags between changes in commodity prices and their effect on retail prices varied from a negligible interval to 18 months.

The proportion of manufacturers' costs attributable to raw material varied according to the length of the production chain.

Where the commodity element of manufacturers' costs fell, the decrease with one exception was counter-balanced by other costs. Where the commodity element was still rising, the rate of increase of other costs in the most recent year was even higher.

'The report also suggests that if, when the prices of raw materials increase sharply, distributors maintain standard percentage mark-ups on their goods, this can have the effect of magnifying the impact of such increases on the consumer. In present circumstances I believe this danger is much diminished; in recent years costs have risen more rapidly in retailing than in most other sectors of industry and commerce, and the most recent quarterly report of the Price Commission shows that during the year ended 31 March this year, net profit margins for the larger food and drink retailers averaged only about 50 per cent of the net margins achieved in the period before price controls were introduced, and those of non-food retailers about 60 per cent.

'However, costs in retailing are likely to rise more slowly from now on, while it is unavoidable that the cost of imported raw materials will rise as a result of the fall in sterling and a recovery in world commodity markets. This and the upturn in our domestic economy may mean that distributors will in due course be trading in less unfavourable conditions. If in these circumstances some less competitive sectors of distribution maintain gross margins in percentage terms, this may result in an undue increase in retail prices: that is, an increase beyond what is necessary to cover increases in costs and to generate the overall level of profit required to maintain employment and stimulate investment.

'This risk is much reduced by the Price Code as it stands. Paragraph 88 of the Code ensures that if a distributor's net profits rise above a certain level, he must reduce the percentage mark-ups he applies to the goods he sells in order to keep his overall gross margin within a lower ceiling.

'If buying-prices in any one sector of distribution rose so fast that the reduced ceiling on gross margins proved excessive, a further reduction in the permitted level might be needed.

'I am concerned that increasing raw material costs do not in any sector lead to a situation where retail prices rise faster than is necessary to provide firms with an adequate level of profitability. Accordingly, I am asking the Price Commission to identify those classes of consumer products for which the risk of sharp increases in the retail price seems to be greatest, and to keep under review the movements in the gross and net distribution margins of those classes of products so that appropriate action could be taken if the Price Code proved inadequate.'

Bread prices may rise

Bread prices are likely to go up by 1p a loaf on Monday 9 August, Shirley Williams, Secretary of State for Prices and Consumer Protection, announced on 29 July. Half the increase is due to increases in bakers' costs and half to a reduction in the bread subsidy.

Replying to a parliamentary question from Ioan Evans (Aberdare) Mrs. Williams said:

'Following notifications to the Price Commission, the major baking companies are proposing to make price increases in Great Britain of ½p on both large and small loaves

with effect from 9 August, mainly because of increases in the cost of flour, which in turn are due to the rise in wheat prices. On certain premium loaves some companies will be able to charge an extra 1p instead of ½p. As action must be taken to contain total food subsidy expenditure within the provision for the current financial year, in line with the policy decisions announced last year, it is also necessary to reduce the bread subsidy throughout the United Kingdom. The rate will accordingly be reduced from £4.06 to £2.98 per sack of flour with effect from 8 August. This reduction is the equivalent of ½p on both large and small loaves. The total price increase on each size will therefore be in general 1p in Great Britain and ½p in Northern Ireland.

'The effect of the reduction in the subsidy is estimated to be a saving of £10-£11 million in the current financial year.

'Standard bread is included in the Price Check Scheme for Great Britain. The baking companies have carried out their undertaking to keep their price increases within 5 per cent overall for the six months from 1 February to 31 July and I am grateful for their co-operation. I realise that because of the nature of the product bread price changes pass through very rapidly to retailers' shelves, whereas for other products there is normally some delay. The increases I have described will therefore be reflected in shop prices a few days before the Scheme ends in the shops on 15 August.

'My department will be carrying out the normal consultations and an Order will accordingly be laid before the House so that the statutory maximum prices can be raised by the necessary amounts from 9 August.'

Notes

The Food Subsidies Programme was introduced in March 1974. Subsidy is currently paid on bread, butter, cheese, household flour, milk and tea.

The bread subsidy is currently paid at £4.06 per sack of flour, equivalent to a little over 2p on a large loaf. The cost of the subsidy in the current financial year, taking account of the reduction to £2.96 per sack on 8 August, is estimated to be £53 million.

A 1p increase in the price of both large and small loaves is estimated to cause the Food Index and the Retail Price Index to rise by 0.26% and 0.06% respectively.

Total subsidy expenditure in 1975/76 was about £572 million. For the current financial year it will be about £408 million.

Current rates of subsidy after the reduction in the bread subsidy will be as follows:

	Estimated retail equivalent
Milk	2p per pint
Bread	1½p per large loaf
Butter	7p per lb
Cheese	10p per lb
Tea	8p per lb
Household flour	1p per lb

Standard bread (in Great Britain) was one of the items included in the Price Check Scheme. The basis of the Scheme was the voluntary agreement that prices of certain goods and services, would be held so as not to increase by more than 5 per cent for six months. The Scheme comes to an end for manufacturers on 31 July 1976 and on 15 August 1976 for retailers.

Average retail food prices on 15 June

Average retail prices of about 80 important food items on Tuesday, 15 June 1976 are shown in the table below. The Department of Employment collects these prices from 200 areas in the United Kingdom on one specific day each month for the General Index of Retail Prices. They come from between 500 and 1,000 retailers representative of those from whom the great majority of the population make their purchase. Many of the items vary in quality from retailer to retailer and partly because of these differences there are considerable variations in the prices charged for many items. An indication of these variations is given in the last column of the table, which shows the range of prices within which at least four-fifths, of the recorded prices fell. The average prices are subject to sampling error.

The current figures will be published in the July 1976 issue of the *Department of Employment Gazette*. Prices since November 1967 have been published in earlier issues.

Average prices and price range (per lb unless otherwise stated)

Item	Average price p	Price range From p	Price range To p
Beef: home-killed			
Chuck	75.2	68	84
Sirloin (without bone)	120.0	94	150
Silverside (without bone)*	103.5	90	116
Back ribs (with bone)*	69.8	58	84
Fore ribs (with bone)	68.4	58	80
Brisket (without bone)	68.6	56	80
Rump steak*	137.5	110	160
Beef: imported chilled(a)			
Chuck			
Silverside (without bone)*			
Rump steak*			
Lamb: home-killed			
Loin (with bone)	91.6	75	110
Breast*	28.9	20	40
Best end of neck	68.9	40	90
Shoulder (with bone)	63.2	48	80
Leg (with bone)	86.4	74	100
Lamb: imported			
Loin (with bone)	67.3	58	76
Breast*	19.8	14	26
Best end of neck	54.8	38	68
Shoulder (with bone)	47.4	42	52
Leg (with bone)	71.0	66	76
Pork: home-killed			
Leg (foot off)	65.4	54	80
Belly*	49.8	44	56
Loin (with bone)	80.1	70	88
Sausages			
Pork	40.6	34	48
Beef	36.1	30	41
Roasting chicken			
Broiler, frozen, 3 lb	32.8	30	36
Fresh or chilled, 4 lb (oven ready)	38.7	34	44
Fresh fish			
Cod fillets	62.7	54	70
Haddock fillets	66.9	56	76
Haddock, smoked, whole	64.7	50	76
Plaice fillets	77.7	66	90
Halibut cuts	121.4	80	150
Herrings	33.9	25	40
Kippers (with bone	41.4	34	48
Fresh vegetables			
Potatoes, old, loose			
White	13.2	10	17
Red	14.6	11	18
Potatoes, new, loose	14.7	12	18
Tomatoes	35.6	28	42
Cabbage, greens	8.8	6	12
Cabbage, hearted	10.0	7	14
Cauliflower or broccoli	15.2	10	20
Brussels sprouts	—	—	—
Carrots	12.9	10	16
Onions	17.1	15	20
Mushrooms, per ¼ lb	11.9	10	14
Fresh fruit			
Apples, cooking	17.2	14	20
Apples, dessert	16.0	12	20
Pears, dessert	19.3	15	24
Oranges	14.6	10	20
Bananas	16.4	14	20
Bread			
White, 1½ lb wrapped and sliced loaf	17.4	15	18½
White, 1½ lb unwrapped loaf	18.3	16½	20½
White, 14 oz loaf	12.3	11	13½
Brown, 14 oz loaf	13.1	12½	14
Flour			
Self-raising, per 3 lb	19.9	17	24
Bacon			
Collar*	65.6	56	74
Gammon*	85.1	75	94
Middle cut, smoked*	77.8	68	90
Back, smoked	85.3	64	100
Back, unsmoked	83.5	60	100
Streaky, smoked	69.0	58	82
Ham (not shoulder)	111.1	92	132
Pork luncheon meat, 12 oz can	30.5	24	36
Canned (red) salmon, ½-size can	74.5	67	85
Milk, ordinary, per pint	8.5	—	—
Butter			
New Zealand	43.2	39	46
Danish	44.3	40	48
Home produced	43.2	38	48
Margarine			
Standard quality (without added butter)	23.4	22	26
Lower priced	22.2	21	24
Lard	19.3	16	24
Cheese, cheddar type	48.9	39	56
Eggs, per doz.			
Large	44.4	41	48
Standard	40.6	36	46
Medium	37.4	35	40
Sugar, granulated, 2 lb	22.8	22	25
Instant coffee, per 4 oz	53.0	48	60
Tea, per ¼ lb			
Higher priced	12.9	12½	13
Medium priced	10.5	9½	12
Lower priced	9.5	9	10

* Or Scottish equivalent.
† Insufficient or no quotations.
(a) Imported, chilled beef discontinued from January 1976.

Source: Department of Employment.

Fifth round petroleum production licences

The Department of Energy laid before Parliament on 29 July the Regulations* which will govern the terms and conditions to apply to petroleum production licences to be issued in the fifth round.

This was announced by Tony Benn, Secretary of State for Energy, in reply to a Parliamentary question from Mr. J. M. Craigen (Maryhill), who asked the Secretary of State for Energy if he would make a statement about the blocks he will be offering for licensing in the fifth round.

Mr. Benn said the arrangements for the fifth round would be as set out in the consultative document, published on 27 May, with the changes listed in that pursuant answer.

'The formal invitation of applications will be made when the regulations come into force, that is to say in mid-August.

'In the meantime, so that Parliament will know the full arrangements for the round before the recess, I am today lodging in the House libraries, a draft of the Gazette Notice which will be issued when applications are formally invited next month.'

* The Petroleum (Production) Regulations 1976, SI 1976 No. 1129. Available from HMSO and branches, price 95p net.

Health and Safety Act to cover off-shore oil workers

The Health and Safety at Work Act, which already covers some 24 million people at work (and the public at large as it is affected by work processes), is to be extended to cover workers engaged in the off-shore oil and gas industry, including divers.

This was announced on 30 July by the Prime Minister in a written parliamentary answer to a question from Mr. Tam Dalyell (West Lothian). In order to effect this extension an Order-in-Council will be made, probably at the end of the year.

As a result the Health and Safety Commission will take on responsibility for the occupational safety of workers on all oil and gas off-shore installations, including those working on submarine pipelines and pipe-laying operations.

The chairman of the Health and Safety Commission, Bill Simpson, said on 30 July that the commission welcomed this extension of the Act as an important development of its work into a vital industry where difficult environmental conditions greatly increase the risk to workers.

Secretary of State for Energy's report on electricity

Approved capital expenditure on fixed assets of £609.6 million by the Central Electricity Generating Board (CEGB) and by area electricity boards during the year 1976-77 is shown in the Report on Electricity of the Secretary of State for Energy for the year ended 31 March 1975.

The report also shows that finance advanced to the Electricity Council during 1975-76 towards long-term capital requirements amounted to £525 million, the advances to be repaid over a 25 year period.

During 1975-76, the report states, the Electricity Council repaid £222 million of earlier advances in addition to £208 million in bridging loans outstanding at the end of the previous year.

The report also shows that the Electricity Council's general programme of research, including research by the Electricity Council, the CEGB and area boards, totalled £35.9 million last year.

During the year the Secretary of State consented to a gas turbine generating station of 150 MW on the site of the existing station at Ashford, Kent.

Applications outstanding from the previous year for gas turbine stations at Hayle (Cornwall), Stockport, Deptford, Nottingham and Meaford (Staffordshire), were still under consideration at the end of the year. Outstanding applications for oil-fired extensions at Barking, Kingsnorth (Kent), Connah's Quay (Clwyd) and Brunswick Wharf (London) were also still under consideration at the end of the year.

The Secretary of State approved during the year an outline plan for the first stage of the generating station for the hydro-electric pumped storage scheme at Dinorwic, near Llanberis, North Wales.

The Secretary of State's report reveals that during the year 28 people (including 16 members of the public) were killed and 674 people (including 440 members of the public) were injured as a result of accidents in connection with works or circuits of the electricity boards.

These figures include accidents in which 36 members of the public were injured – one fatally – when mobile elevators, cranes and similar machinery accidentally touched overhead lines. Nine members of the public were injured – one fatally – while climbing without authorisation the supports of overhead lines.

During the year there were also 63 fatal accidents on the premises of non-industrial consumers, occasioned by or attributed to their installations.

More measures on energy conservation – reply to Select Committee

The formation of a committee of ministers to promote energy conservation, more help for the smaller firm to improve the efficiency with which they use energy and continuation of the 'Save It' campaign were announced on on 28 July. The committee of ministers met for the first time the same day.

These – and other – measures to secure further energy saving are set out in the Government's reply* to a report by the Select Committee on Science and Technology on energy conservation, reaffirming its commitment to energy saving.

The Committee of Ministers under the chairmanship of Gordon Oakes, Parliamentary Under-Secretary for Energy, will promote and co-ordinate energy conservation within and outside Government. The departments most directly involved will be the Departments of the Environment; Industry, Agriculture, Fisheries and Food; Education and Science; Employment; Health and Social Security; and Prices and Consumer Protection; the Ministry of Defence; the Scottish, Welsh and Home Offices; and the Foreign and Commonwealth Office.

Other measures planned by the Government are: involvement of the Economic Development Councils ('Little Neddies') and trade associations in promoting energy conservation; encouraging firms to set their own energy savings targets which take account of their particular circumstances, opportunities and plans; encouraging firms which apply for assistance under the Industry Act to review their use of energy and take full advantage of expert advice; and extension of the Energy Saving Loan Scheme, which seeks to ensure that energy saving investment is not held back for lack of funds, from industry to commerce.

Help for the small and medium sized firm will be provided in the form of:

1 A subsidy of up to £30 towards the cost of a one-day visit by a consultant to advise on energy savings which might be made through good housekeeping and on areas where the potential for energy saving appears to warrant a more detailed appraisal; and

2 a free inquiry service, run by fuel consultants for the Government, to deal with energy saving problems by telephone and letter.

Thermal insulation requirements in building regulations and the development of stan-

* Energy Conservation: The Government's Reply to the First Report from the Select Committee on Science and Technology, Session 1974-75. The Reply (published by HMSO, Command No. 6575) is available from Government bookshops, price 30p.

dards for insulation materials will be progressively extended.

Powers, being taken in the Energy Bill now before Parliament, will require the fuel consumption of new cars to be tested and published, and further public sector investment in energy saving within existing public expenditure limits will be encouraged. The 'Save It' publicity campaign will continue with an allocation of a further £1 million during the current financial year; and more information will be provided for the consumer on comparative costs of different fuels.

The Government's White Paper sets out its detailed reply to the 42 recommendations made by the Select Committee in its report published in September 1975.

It stresses the immediate and longer-term importance of energy saving and the results already achieved – a saving in primary energy consumption in 1975 conservatively estimated at 2 per cent or the equivalent of £150 million worth of oil.

'There are further worthwhile gains to be pursued in the short-term and still more in the long-term', the White Paper says. 'The Government believes they should be pursued, provided this is done in a balanced way as a contribution to the efficient use of resources overall'.

The action proposed by the Government is the result of a review of progress and the most profitable future lines of development for its programme. It has been carried out 'at a time of exceptional stringency on finance and manpower in both central and local government.'

The Government's approach to energy conservation in the future is set out under various headings: role of government; organisation; industry; buildings; transport; public sector savings; information and motivation; wider energy issues.

Summary of the Government's reply

Role of Government

The White Paper says that there are 'limits on how active a part Government can play without getting into a situation where it is taking consumers' decisions for them . . .'

It sees an appropriate role for Government in ensuring that energy prices reflect at least the costs of supply of fuels; in the provision of information and motivation about the means of achieving energy economies; and in setting a good example – the Property Services Agency achieved a 10 per cent saving of annual energy consumption worth £8.5 million in the first year of its programme. The White Paper says that the Government must ensure that opportunities of getting specialised advice and training in fuel management and energy audit techniques exist and are known; and that R & D programmes in the nationalised industries reflect technological opportunities for greater efficiency in energy use and that there is sufficient R & D in other complementary areas such as new sources of energy and the use of energy by final consumers.

Finally, the White Paper says, the Government has a role in encouraging the development of standards and codes of practice relevant to energy conservation, and in introducing further mandatory measures if and where necessary.

Organisation

The Government has carefully considered the task force concept advanced by the Select Committee. It says that 'it does not believe it would be right to separate out energy conservation responsibilities from departments and bring them together in a central task force. In government, as in the private sector, decisions should be taken by balancing energy conservation against all other factors. This needs to be done by those with responsibility for transport policy, housing policy and other policy areas in which conservation is a factor'.

However, the Government agrees on the need for commitment to and effective co-ordination of government responsibilities in conservation and a Committee of Ministers, each of whom has responsibilities for conservation, has been appointed.

The Government will continue to have the advice of the Secretary of State's Advisory Council on Energy Conservation (ACEC) with 'its wide ranging remit to identify needs, suggest remedies, stimulate interest and review progress'.

The reply says that the Energy Conservation Unit of the Department of Energy is the centre for 'action on energy conservation throughout the public and private sector . . . it is the focal point of the Government's policies on energy conservation'.

The same principles apply to the organisation of research. The White Paper says that the Department of Energy, with a strengthened Energy Technology Division and an increased research budget, should remain responsible for co-ordination across the public sector.

Industry

The reply says that industrial development carries a high priority in government economic policy and industry has 'significant opportunities' for achieving higher standards of fuel efficiency, saving both energy and money, through improved practices and investment in modernisation.

The Government accepts the desirability of energy saving targets being set by individual firms and believes that it should encourage individual industries and firms to set targets in a way that takes realistic account of their circumstances, opportunities and plans.

The active involvement of the 'Little Neddies' will also be sought in discussing the problems of and opportunities for energy conservation.

The White Paper considers 'basic practices of fuel efficiency and good housekeeping should be achieved through voluntary codes of practice evolved by individual industries themselves', and does not regard an inspectorate to enforce regulations in this area as necessary or desirable.

The White Paper says that it would be wrong to blunt the effectiveness of assistance in the form of the Industry Act by attaching conditions on energy saving unrelated to the central purpose of the legislation. It would however be right to encourage applicants for assistance to review their energy use and take full advantage of all available expert advice.

Energy Secretary stresses links between ACEC and new ministerial committee

An important part of the future work of the Advisory Council on Energy Conservation (ACEC) will be to work closely with the new committee of ministers with special responsibility for energy conservation (see above). Tony Benn, Secretary of State for Energy said on 28 July.

In a letter to Professor Sir William Hawthorne, chairman of ACEC, Mr. Benn said:

'An important part of your council's future work will be to work closely with both the ministerial committee and the Department of Energy on the development and application of the valuable work now going on in your council's working groups on industry, commerce, buildings, transport, publicity and education, and in the broader application of your council's remit to identify needs, suggest remedies, stimulate interest and review progress.'

Mr. Benn was replying to the ACEC report on energy conservation in which the council put forward a series of recommendations to increase savings in energy. The letter was released on the same day as the Government's White Paper replying to the report from the Select Committee for Science and Technology on energy conservation.

In his letter, Mr. Benn said:

'I wish, at the time of the White Paper, to do three things. First, to thank your council again for its constructive and helpful report.

'Second, to explain our thinking on issues raised by your report, particularly where you will see that we have not so far been able to accept some recommendations into our programme.

'Third, to invite your council to continue to develop its work in the identification of fields in which improvement in energy use can be achieved, assessing and advising on the means of realising such improvements, and stimulating and maintaining the public interest in energy conservation.

'The Government recognises that energy conservation is of continuing importance to this country and internationally, and is one of the key areas of energy policy.'

Have you a good export picture?

Each week *Trade and Industry* publishes pictures illustrating Britain's export business. Companies with export successes are invited to send in the story with a photograph showing the goods in manufacture, ready for despatch, or, preferably, on arrival overseas. The story must, of course, reach us while it is still news. Send your export photographs to the Editor, *Trade and Industry*, Room 439, 1 Victoria Street, London SW1H 0ET.

Company inspections – Secretary of State for Trade's letter to chairman of Stock Exchange

As briefly reported in last week's *Trade and Industry* (page 300), Edmund Dell, Secretary of State for Trade, replied on 27 July to Nicholas Goodison, chairman of the Stock Exchange, on the subject of inspectors' reports under the Companies Acts. The following is the text of Mr. Dell's letter:

Thank you for your letter of 20 July on the subject of inspectors' reports under the Companies Acts.

May I say first how much I share your views on the importance and value of the system of company inspections in this country, and how much I welcome your constructive suggestions concerning the procedures which are followed.

I agree with you that the system of inspection under the Companies Acts provides an essential counterbalance to the relative freedom accorded to the limited liability company in this country. It enables abuse of that freedom to be brought to light. It may not be generally recognised that the few inspections which attract widespread publicity are only a very small proportion of the total activity. In 1975, for example, inspectors were appointed to investigate the affairs of 25 companies under the 1948 Act, and 150 enquiries were conducted by officers of my Department under the 1967 Act. The inspection system thus plays a vital role in the enforcement of company law.

The primary purpose of investigations under Section 165 of the Companies Act 1948 is to establish the facts, where prima facie some irregularity has been shown in the way in which the company is run. The facts so established can serve a number of purposes:

- First, they are available to the DPP and other prosecuting authorities to consider whether criminal proceedings should be brought.
- Secondly, they can be made available to shareholders and creditors for use in civil proceedings.
- Thirdly, they are available to my Department to exercise its powers to bring civil proceedings to recover the company's assets, or to wind it up.
- Fourthly, they can be made available to investors, employees and others as evidence of the way in which the company is being run.

Finally, and incidentally, they provide Government and public with a basis for discussion and action on aspects of company law reform.

The Companies Act 1967 supplements the Section 165 powers by enabling my Department to require companies to produce documents and to provide explanations of them, with safeguards of confidentiality.

Comment in the Press and elsewhere, following the publication of the report on Lonrho, has included criticisms of some aspects of the way in which company inspections are conducted. It is therefore worth recalling that the procedures used by inspectors became the subject of Court proceedings at the time of the investigation into Pergamon Press Limited. In that case, the Court of Appeal found that the inspectors had done their work with conspicuous fairness. In his Judgment as member of the Court of Appeal, Lord Denning stated the considerations which are to be borne in mind in respect of an inquiry under the Companies Act. He said:

"First and foremost: When a matter is referred to an inspector for investigation and report, it is a very special kind of inquiry. It must not be confused with other inquiries which we have had to consider. Remember what it is *not*. It is *not* a trial of anyone, nor anything like it. There is no accused person. There is no prosecutor. There is no charge. It is not like a disciplinary proceeding before a professional body. Nor is it like an application to expel a man from a trade union or a club, or anything of that kind. It is not even like a committee which considers whether there is a prima facie case against a person. It is simply an investigation, without anyone being accused.

"Second: There is no one to present a case to the inspector. There is no 'Counsel for the Commission'. The inspector has to do it all himself. He has himself to seek out the relevant documents and to gather the witnesses. He has himself to study the documents, to examine the witnesses and to have their evidence recorded. He has himself to direct the witnesses to the relevant matters. He has himself to cross-examine them to test their accuracy or their veracity. No one else is there to cross-examine them. Even if a witness says things prejudicial to someone else, that other does not hear it and is not there to cross-examine him.

"Third: The investigation is in private. This is necessary because witnesses may say something defamatory of some one else: and it would be quite wrong for it to be published without the party affected being able to challenge it. The only persons present are the inspectors and their staff, the shorthand-writer, the witness and his lawyers, if he desires them.

"Fourth: The inspectors have to make their report. They should state their findings on the evidence and their opinions on the matters referred to them. If their report is to be of value, they should make it with courage and frankness, keeping nothing back. The public interest demands it It may on occasion be necessary for them to condemn or criticise a man. Before doing so, they must act fairly by him. But what does fairness demand? That is the question."

Lord Denning went on to answer this question in the following terms:

"It is sufficient for the inspectors to put the points to the witnesses as and when they come in the first place. After hearing the evidence, the inspectors have to come to their conclusions. These need not be tentative in the least. They can be final and definite, ready for their report."

Since that case, my Department has drawn the attention of newly appointed inspectors to this Judgment, and I am entirely satisfied that the procedures advocated by the Court have been followed both in spirit and to the letter.

This does not mean, however, that there is no room for improvements, and I will certainly study with the greatest care the suggestions which have been made in recent weeks.

The first suggestion in your letter is that inspectors should be appointed with terms of reference limited strictly to the establishment and recital of facts. This is, as I have already said, the primary purpose of company inspections, and I shall give careful consideration to the possibility of emphasising this in terms of reference. I am sure you will recognise, however, that in these matters the borderline between fact and opinion may not always be absolutely clear, and I would wish to avoid placing restrictions upon inspectors which might inhibit them from reporting in a manner which brings out all the relevant matters. In passing, I refute the suggestion that inspectors recently appointed may have been encouraged to comment on matters which have only a remote connection with the affairs of the company being investigated. The advice given by my Department to inspectors is invariably to restrict their enquiries and comment to matters relevant to the affairs of the company being investigated.

Secondly, you advocate that the time needed to complete inspections should be drastically reduced, and suggest that this might be helped by the appointment in suitable cases of solicitors. who might be able to devote a greater proportion of their time to the inspection. I am certainly concerned to reduce the timescale of inspections, but one aspect which should not be overlooked is that the time needed to complete inspections is materially affected by the procedures which are followed in order to be fair to witnesses. The opportunity afforded to witnesses whom the inspectors are minded to criticise to make representations to the inspectors regarding the substance of those criticisms adds significantly to the length of inspections; similarly, the opportunity afforded to the companies concerned to make representations to my Department regarding publication of reports is a significant factor in the time needed to reach a decision on publication.

I agree that there is no objection of principle to the appointment of solicitors as inspectors where appropriate. The skills of cross-examination which develop from experience at the Bar are, however, an important attribute for inspectors in the majority of cases. Furthermore, if major company inspections are to carry weight they must be conducted by persons of eminence in their own profession, and it will never be easy for such people to leave their normal professional work entirely on one side for a lengthy period. Finally, you suggest that inspectors might make interim reports confidentially to the Department in order to enable police enquiries to be made concurrent with Companies Act investigations if it is established early on that there is a case for involving the police. Provision is already made for this in Section 41 of the Companies Act 1967, which allows an inspector at any time in the course of his investigation, without the necessity of making an interim report, to inform the Department of matters coming to his knowledge as a result of the investigation tending to show that an offence has been committed. My Department encourages inspectors to use this procedure in all appropriate cases, and it is in fact frequently adopted. Analysis of a random sample of 16 Section 41 reports submitted in recent years shows that the time between the appointment of inspectors and the submission of Section 41 reports varied between 4 and 17 months, the average time being 8 months.

In conclusion, may I repeat that I shall be giving careful consideration to your own and other suggestions. Two years ago, the Department of Trade held a conference of persons who had been appointed inspectors under the Companies Acts in recent years to discuss the procedures and consider what changes might be made. This proved to be a very valuable occasion, and I intend to repeat it in the autumn. This will provide the opportunity for a full exchange of ideas between people who, collectively, have a very wide range of experience of the inspection procedures.

Since the contents of your letter received publicity, I am releasing my reply to the Press.

Technology News

Fine distance measurement by ultrasound

A technique that uses phase shifts of ultrasonic standing waves to measure changes of position in micrometers has been devised by J. Haines at the MRC Clinical Psychiatry Unit, Graylingwell Hospital, Chichester, Sussex. Although the apparatus was originally developed to measure human eye movements, the principle may be applicable to a range of problems where direct contact is unacceptable.

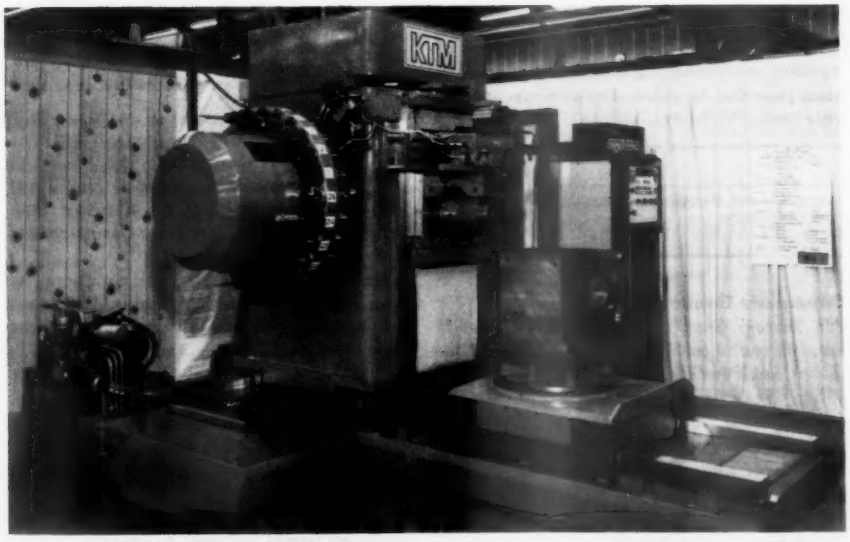
The apparatus used for eye measurements includes an ultrasonic piezoelectric transducer mounted at one end of a tube which, with a suitable reflector, forms a resonant cavity, the length of which can be adjusted to achieve maximum amplitude. Mr. Haines's system uses a 2.54cm diameter nylon tube which has a critical length of 5.1cm at 26.3kHz.

The tube is located up to 5cm from the eye (or some other subject), which acts as a reflector, and standing waves are generated using a square-wave input to the transducer. The voltage across the transducer is monitored and, as the reflector to tube mouth distance alters, the changes of phase of the standing waves as the system moves out of and into successive resonances can be measured.

Although this system has been created for a specialised area of medical research, it may well have wider application in measuring the movement of surfaces or thickness of components that must not be physically contacted or are inaccessible. In general terms these might be chemically or mechanically sensitive surfaces. Alternatively the environment might be hazardous or aggressive, or the surface might be 'down a hole' or covered by a substance through which ultrasonic energy is transmitted. The technique might also be used to compare the ultrasonic absorption characteristics of different materials.

NRDC would like to hear from manufacturers or users wishing to explore the practical possibilities offered by this system and companies are invited to contact Dr. M. J. Knight, Electrical Engineering and Electronics Group, National Research Development Corporation, Kingsgate House, 66-74 Victoria Street, London SW1E 6SL (tel. 01-828 3400), to discuss the technique and licensing arrangements.

Mini computer monitors machine



The KTM-400 designed and produced by Kearney and Trecker Marwin of Brighton, a machine which combines computer numerical control with the capacity to handle over 80 per cent of today's machining requirements. Built into the system is a mini computer which has the added advantage of diagnosing faults. If a hydraulic valve sticks, for instance, the computer tells the operator what is wrong. The manufacturer claims that all too often, when dealing with faults, over 60 per cent of the time is spent tracing the cause of the failure. Already 50 per cent of initial orders for the KTM-400 are for export.

Conference on natural fibres

On 9-11 November 1977 the Shirley Institute and Wira are to hold in Manchester a jointly-organised conference on natural fibres. The theme will be the current state of the technology of the various natural fibres, with special emphasis on how they are being modified to enhance their properties and combat the challenge of the man-made fibres. The economic and technological prospects for natural fibres will also receive attention.

Chief consideration will be given to cotton and wool, but the other naturally-occurring cellulosic fibres, such as flax, jute and sisal, the speciality animal fibres such as cashmere and mohair, and silk, will also be under review. Lectures on growing, breeding, fibre properties, processing, treatment to enhance properties, economics and marketing will be included.

For further information please contact: J. K. Jackson, Shirley Institute, Didsbury, Manchester M20 8RX.

Chemical engineering – publicising university research

The Science Research Council is contributing about £900,000 a year towards university research in chemical engineering and technology and is now looking for ways of making its results more widely known.

In order to do this, brief summaries of the objectives and results of this work are now being circulated to technical journals. These give details of such subjects as desalination by reverse osmosis of membrane surfaces (University of Birmingham); optimisation of waste water treatment processes (Birmingham); pulsating combustion on energy release and transfer in boilers (Durham); production of powders in high temperature plasma (Heriot-Watt); direct computer-aided analysis of drop size and velocity characteristics of sprays (Imperial College); design of catalyst surfaces (Imperial College); chemical physics of molten salts (Imperial College); chemical basis of the aroma and flavour of foodstuffs (Leeds); extractability of anionic species in organic solvent extraction systems (Leeds); electrolytic process engineering (Newcastle upon Tyne); electrochemical plating of noble metals (Newcastle upon Tyne); scale-up of filtration machinery (Umist Manchester); properties and treatment of liquor from heat-treated microbial sludge (University College Cardiff); dynamics of porous catalyst systems (University College London); and crystallisation from solution (University College London).

The Science Research Council hopes that anyone interested in obtaining further information will contact the investigators concerned.

Parliament

Monday, 26 July

Commodity price indexation

Mr. T. H. H. Skeet (Bedford) asked: 'How is it proposed at the Paris conference that commodities should be index-linked; and what is the Government's attitude to the proposal?'

Mr. Dell replied: 'The developing countries participating in the Conference on International Economic Co-operation have asked for the inclusion in the work programme for the rest of the year of the issue of commodity price indexation. It has not so far been possible to reach agreement on this work programme and we are considering the position in conjunction with our community partners.'

Aircraft noise

Mr. Barney Hayhoe (Hounslow, Brentford and Isleworth) asked what proportion of flights in and out of Heathrow Airport are made by the new quieter generation of fan jets; and how this is to increase during each of the next five years.

'At present about 12 per cent of air transport movements at Heathrow are made by aircraft capable of meeting noise certification requirements,' said Mr. Clinton Davis. 'It is estimated that this figure will increase steadily to over 30 per cent in 1980.'

British Shoe Corporation

Mr. John Garrett (Norwich South) asked when the Secretary of State for Prices and Consumer Protection would be able to announce the results of her department's examination of the retail margins of the British Shoe Corporation.

Mr. Maclennan answered: 'As part of his general responsibilities for monopoly questions, the Director General of Fair Trading is reviewing the market for footwear among others with a view to deciding whether a reference to the Monopolies and Mergers Commission would be feasible and appropriate.

'The British Shoe Corporation is among the firms required, for price control purposes, to make quarterly reports to the Price Commission on their net and gross margins. The Price Code requires retailers to limit their margins so as not to exceed reference levels which are determined by the margins they earned in the period before the control came into effect. If a firm's margins exceed its reference level, the Price Commission has power to require it to reduce prices to the extent necessary to offset the excess.'

Monopolies Commission and OFT

Mr. Ian Percival (Southport) asked: 'What is the number of staff employed by, giving separate figures for executive and clerical staff in each case, and the annual cost of running, the Monopolies Commission, the Prices Commission and the Office of Fair Trading, respectively?'

Mr. Fraser gave the number of staff employed at 31 March 1976 in the Monopolies and Mergers Commission and the Price Commission as respectively:

	Executive Officer and above	Clerical Officer and below	Total
Monopolies and Mergers Commission	50	29½	79½
Price Commission	466	250	716

He continued: 'I understand from the Director General of Fair Trading that the equivalent figures for his Office were:

178	153	331

The provisional calculation of the costs of running each body, excluding support services provided by other departments, for the year ended 31 March 1976 is:'

	£
Monopolies and Mergers Commission	647,000
Price Commission	4,617,000
Office of Fair Trading	1,444,000

Consumer Council

Mr. Anthony Grant (Harrow Central) wanted to know the cost to public funds of the National Consumer Council over the last two years.

Mr. Fraser answered that the costs to public funds of the National Consumer Council were £500 in 1974/75 and £320,500 in 1975/76. The estimated cost for 1976/77 is £450,000. The figures for 1975/76 and 1976/77 include the costs of the Scottish and Welsh Consumer Councils.

Lonrho

Mr. W. W. Hamilton (Central Fife) asked for a statement on the amount of financial aid to be given to Lonrho; and the conditions attached to it.

Mr. Williams replied: 'The purpose of the £4.9 million loan is to save 1,800 jobs in special development areas. The main conditions provide that it is secured, and repayable in equal instalments from January 1979. It is interest free up to the end of 1977: thereafter interest is payable at the rate of 10 per cent per annum until January 1981 and at 12 per cent per annum for the remaining two years. I understand that the workers involved welcome the outcome.'

Maritime Fruit Carriers

Mr. John Prescott (Kingston upon Hull East) asked how many vessels of the Maritime Fruit Carriers have been taken over by the Government and why.

Mr. Kaufman replied: 'The six operating ships, in respect of which shipbuilding loans had been guaranteed by my department under Section 10 of the Industry Act 1972, were taken into possession by two mortagee banks with the consent of my Rt. Hon. Friend. We took this action under the terms of the agreement with the six ship-owning companies of Maritime Fruit Carriers and did so in order to protect the department's security for the loans by trying to ensure that the vessels would continue to operate.'

Speciality steels

Mr. John Osborn (Sheffield, Hallam) asked what protests have been made, independently or jointly, to the USA about quotas and tariff increases affecting the special steel industries of Sheffield.

Ministers at the Department of Industry

Secretary of State for Industry: Eric Varley
Ministers of State: Alan Williams
Gerald Kaufman
Parliamentary Under-Secretaries of State: Lord Melchett
Leslie Huckfield

Ministers at the Department of Trade

Secretary of State for Trade: Edmund Dell
Parliamentary Under-Secretaries of State: Michael Meacher
Stanley Clinton Davis

Ministers at the Department of Prices and Consumer Protection

Secretary of State for Prices and Consumer Protection: Shirley Williams
Minister of State: John Fraser
Parliamentary Under-Secretary of State: Robert Maclennan

Mr. Meacher answered: 'HMG and the community have from the outset stressed their concern about the US action to impose quotas on speciality steels; and our rights under Article XIX of the Gatt have been fully reserved.'

EC loans to BSC

Mr. Robert Woof (Blaydon) asked what amount of loan has been made by the European Coal and Steel Community to the British Steel Corporation since January 1972; and what is the rate of interest repayment.

Mr. Huckfield replied: 'Since 1 January 1973, the date of our accession to the European Communities, the ECSC has approved 16 loans to the BSC amounting to £396.55 million. The rates of interest vary from 8.4 per cent to 10 per cent depending on the rates available at the time to the European Commission, which raises finance in international money markets. Parts of some of the loans benefit from a 3 per cent reduction in the rate of interest for the first five years.'

Mr. Woof also asked for the total amount of loan from the European Investment Bank to the BSC since 1972; and the rate of interest repayment.

Mr. Huckfield said: 'Since 1 January 1973 the EIB has approved five loans to the BSC amounting to £66.9 million. These are long term loans of varying periods up to 18 years. The rates of interest have varied between 8½ per cent and 10½ per cent.'

BSC steel output

Mr. Michael Marshall (Arundel) asked for an estimate of BSC's total output of steel to be produced in 1976.

'The BSC produced 10.1 million liquid tonnes of steel in the first six months of 1976,' said Mr. Huckfield. 'The corporation expect to increase production substantially later in the year.'

Mr. Marshall asked what representations had been received from manufacturing concerns whose production processes are currently held up due to shortages of cold reduced steel.

'I have received a number of representations over the last three months about steel supplies, of which three referred specifically to cold reduced strip,' said Mr. Huckfield.

BSC developments on Teesside

Mr. Ian Wrigglesworth (Teesside Thornaby) asked for an assurance from the Secretary of State for Industry that the decisions announced in his statement about capital investment in the steel industry in Wales would in no way lead to delays over BSC developments on Teesside.

Mr. Huckfield answered: 'The only BSC proposal for developments on Teesside currently before us is the Redcar plate mill project, representing Stage III of the Redcar development. This project would not be affected in any way by the further review of strip mill investment which my Rt. Hon. Friend announced to the House on 19 July. We have not yet received any formal proposals from BSC for further steelmaking developments at Redcar.'

British Leyland

Mr. Michael Grylls (North West Surrey) asked if the Secretary of State for Industry was satisfied that British Leyland would achieve a benefit of £400 million as a result of improved efficiency over the eight years to the end of September 1982; and how much of this estimated benefit will have been achieved by 30 September 1976.

Mr. Huckfield answered: 'The National Enterprise Board's summary report makes clear that British Leyland's plans continue to rest upon a major contribution from improved efficiency and better industrial relations; this is of the same order as in the Ryder Report. It also shows there has been a substantial improvement in the present year.'

Mr. Grylls also asked if the Secretary of State for Industry had re-assessed the assumptions on inflation made in Annex 14.1 of the Ryder Report in the light of current success in meeting targets for a reduction in the rate of inflation.

'I am advised by the National Enterprise Board that British Leyland's latest long term plan incorporates a revised set of assumptions about future inflation rates which they consider to be realistic,' said Mr. Huckfield.

Mr. Hal Miller (Bromsgrove and Redditch) asked: 'What has been British Leyland's share of the British market for new cars in the last 12 months and the last half-year for which figures are available?'

Mr. Huckfield answered: 'Official statistics are not available, but according to SMMT figures, British Leyland's percentage share of new registrations of new cars in the last 12 months, and the last half-year for which figures are available is as follows:

July 1975-June 1976 – 28 per cent.
January-June 1976 – 27 per cent.'

Motor vehicle manufacture and exports

Mr. David Knox (Leek) asked how many motor cars were manufactured in Great Britain in each of the past five years; and how many of them were exported.

Mr. Huckfield gave the information as follows:

Thousands of units

	Motor cars produced in Great Britain	
	Total	Of which produced for export*
1971	1,742	714
1972	1,921	613
1973	1,747	605
1974	1,534	596
1975	1,268	532

* These figures may differ from actual exports as recorded in the Overseas Trade Statistics because of differences in timing and coverage.

Whiteley, Lang and Neill

Mr. Eddie Loyden (Liverpool, Garston) referred to the high level of unemployment on Merseyside and asked if steps could be taken under the Industry Act to keep the firm of Whitley, Lang and Neill in production as an engineering factory.

Mr. Williams answered: 'A loan of £300,000 under the Industry Act 1972 was made to Lindustries Ltd. when it took over Whiteley Lang and Neill in 1973. The parent company has now concluded, however, that there is no viable future for its Speke factory as an engineering operation and is considering alternative forms of employment for it.'

Ferranti Ltd.

Mr. Max Madden (Sowerby) asked: 'What is the level of public funds injected into Ferranti Ltd. since the Government acquired 50 per cent of the shares?'

Mr. Huckfield replied: 'In accordance with the arrangements announced on 14 May 1975, the Government has acquired 62.5 per cent of the total equity of Ferranti Ltd. and made a loan of £6½ million to the company. Information is not available centrally of other payments made under arrangements for financial assistance to industry, for which Ferranti Ltd. is as eligible as any other company.'

Government-owned industries

Sir Peter Kirk (Saffron Walden) asked how many industries: are wholly owned; have a majority shareholding; and have a minority shareholding owned by the Government or its appointed authorities.

Mr. Huckfield gave the following information for those industries or companies for which the Secretary of State for Industry or authorities appointed by him have responsibility:

Public corporations
British Steel Corporation
Post Office

Majority shareholdings(1)
Appledore Shipbuilders Ltd.
Beagle Aircraft Ltd. (in liquidation)
British Leyland Ltd.(2)
Cable and Wireless Ltd.(3)
Data Recording Instrument Co. Ltd.(2)
Govan Shipbuilders Ltd.
Herbert Ltd.(2)
KTM Machine Tools (Holdings) Ltd.
North East Coast Shiprepairers Ltd.
Rolls-Royce (1971) Ltd.(2)
SB (Realisations) Ltd.
Sunderland Shipbuilders Ltd.

Minority shareholdings(1)
Anglo-Venezuelan Railway Corporation Ltd.(2)
Brown Boveri Kent Ltd.(2)
Cambridge Instrument Co. Ltd.(2)
Cammel Laird Shipbuilders Ltd.
Dunford and Elliott Ltd.(2)
Ferranti Ltd.(2)
John Hastie and Co. Ltd.
International Computers (Holdings) Ltd.(2)
Kearney and Trecker Marwin Ltd.
Marathon Shipbuilding Co. (UK) Ltd.
Norton Villiers Triumph Ltd.
Nuclear Enterprises Ltd.
Upper Clyde Shipbuilders Ltd. (in liquidation)

Notes:
(1) For the purposes of this table, a majority shareholding is defined as one of over 50 per cent (up to and including 100 per cent) of issued voting capital and a minority shareholding as one of 50 per cent or less.
(2) Through the National Enterprise Board.
(3) Cable and Wireless Ltd. is a company wholly owned by the Government, with the vast majority of its shares held by Treasury Solicitor.

Imports of New Zealand lamb

Mr. Geraint Howells (Cardigan) asked how many tons of New Zealand lamb were exported into Great Britain during the last year; and what were the corresponding figures for the last 10 years.

Mr. Meacher gave the following information for UK imports from New Zealand:

	Thousand tons
1965	266.5
1966	258.7
1967	276.6
1968	283.3
1969	299.5
1970	272.8
1971	286.1
1972	276.6
1973	227.1
1974	196.7
1975	225.0

Imports of shirts

Mr. Nicholas Winterton (Macclesfield) asked how many shirts were imported from the People's Republic of China in each month during 1976 and during 1975.

Mr. Meacher gave the following numbers imported to the latest available date:

Parliament continued

	1975	1976
January	47,880	43,536
February	30,360	34,920
March	12,720	41,052
April	—	49,896
May	9,000	268,644
June	2,592	
July	240	
August	4,896	
September	27,960	
October	6,048	
November	11,400	
December	20,076	

Shirt manufacturing industry

Mr. Winterton asked what official encouragement has been given to the shirt manufacturing industry; how many jobs will be permanently lost in the forthcoming year in the industry; if the current level of imports of shirts is regarded as satisfactory; what is official policy regarding the percentage of the UK shirt market in the hands of British manufacturers.

Mr. Williams replied: 'Under current legislation a wide variety of encouragement is offered to the shirt manufacturing industry by the Department of Industry. In particular help is available under the £20 million scheme of assistance to the clothing industry under Section 8 of the 1972 Industry Act. This scheme provides assistance towards the cost of consultancy, investment and rationalisation. A number of applications have been received from firms making shirts and nightwear. Assistance is also available from the Department under Section 7 of 1972 Act and under the 1975 Industry Act. Assistance from other government departments is available under the Finance Act 1972, the Selective Employment Payments Act 1966, the Employment and Training Act 1973 and the Contracts Preference Schemes.

'The Government recognises that imports of shirts have increased considerably in recent years while home consumption has remained relatively stable. Nonetheless steps have been taken under the Gatt Multi-Fibre Arrangement to limit these imports. In particular, imports from the main Far Eastern suppliers of shirts are now restricted by bilateral agreements which will be in force until the end of next year. Besides setting levels of restraint these agreements cover a wider range of fibres than has even been achieved before. In addition the Government is always prepared to take action where imports from a particular source have a disruptive effect upon the home market.

'It is not possible to make a reliable forecast of the numbers likely to be employed in the shirt manufacturing industry in the forthcoming year, but there has been a gradual decline in the numbers employed in the industry for some years. In view of the protective measures taken by the Government and the variety of assistance which is available it is to be hoped that as the economy revives the industry will take advantage of the opportunities so as to increase its share of the home market.'

Outward processing in the textile industry

Mr. Winterton asked what action the Secretary of State for Industry intends to control the extent of the practice of outward processing in the textile industry.

Mr. Williams replied: 'At present imports of outward processed textiles into the UK are controlled under the quotas with supplying countries which cover both direct and outward processed trade. The community is however considering the introduction of community control of outward processing trade with certain Eastern European countries including Yugoslavia, and we are satisfied that the outcome will enable us to maintain effective control of outward processing.'

Bunching of textile quotas

Mr. Winterton asked for a statement on the 'bunching' of textile quotas.

Mr. Williams said: 'All the agreements under the Gatt Multi-Fibre Arrangement between the EEC and supplying countries contain provisions requiring that imports are spaced out as evenly as possible over the quota year, due account being taken of seasonal factors. Shipments in 1976 of a few products under quota have been concentrated in the first half of the year, and where seasonal factors do not account for this, the EEC Commission has been asked to contact the supplying countries concerned to ensure that their shipments are in future more evenly spaced.'

Import surveillance of textiles

Mr. Winterton asked: 'Why in the early months of 1976 information produced by the import surveillance licensing system was not promptly available to the textile industry?'

Mr. Williams said: 'Complete information from the surveillance licensing system was not available during the first four months of 1976 because of the need to reprogramme the computer to take into account the change on 1 January 1976 of most of the Tariff/Trade headings on which the system is based. However, figures for surveillance licences issued are now being sent monthly to the textile industry.'

Departmental advertising

Questions were asked by Mr. Eric Moonman (Basildon) on the percentages and totals of advertising budgets allocated to both daily and Sunday newspapers at 31 December 1975 and to 30 June 1976 by the Secretaries of State for Prices and Consumer Protection, Trade, and Industry.

Mr. Maclennan said: 'Advertising expenditure for the year ended 31 December 1975 was nil. In the six months ended 30 June 1976 advertising was undertaken only in connection with the Price Check scheme. These costs were a charge on funds made available for counter-inflation publicity. £79,600 was spent on national daily newspapers and £55,080 on Sunday newspapers.'

Mr. Meacher said: 'Advertising expenditure in all media by the Central Office of Information for the Department of Trade for the 12 months period ending 31 December 1975 was £10,720; of this £7,787 or 73 per cent was spent in national daily newspapers and £1,178 or 11 per cent in Sunday newspapers.

'For the six months period ending 30 June 1976 advertising expenditure in all media was £16,794; of this £6,978 or 42 per cent was spent in national daily newspapers and £7,846 or 47 per cent in Sunday newspapers.'

Mr. Huckfield said: 'Advertising expenditure in all media by the Central Office of Information for the Department of Industry for the 12 months period ending 31 December 1975 was £468,061; of this £220,669 or 46 per cent was spent in national daily newspapers and £77,880 or 17 per cent in Sunday newspapers.

'For the six months period ending 30 June 1976 advertising expenditure in all media was £220,559; of this £135,834 or 68 per cent was spent in national daily newspapers and £43,638 or 22 per cent in Sunday newspapers.

'In addition, for the 12 months period ending 31 December 1975, advertising expenditure in all media by the Department of Industry on a common services basis for the three Departments of Industry, Trade, and Prices and Consumer Protection was £146,206; of this £84,163 or 57.6 per cent was spent in national daily newspapers and £2,201 or 1.5 per cent in Sunday newspapers. For the six months ending 30 June 1976 the corresponding figures were £11,448; £6,103 or 53.3 per cent; £1,403 or 12.3 per cent.'

Tuesday, 27 July

Exports of cattle and sheep

Mr. F. A. Burden (Gillingham) asked what was the increase in deadweight exports of cattle and sheep from 31 May 1975 to 1 June 1976 as compared with the same period in 1974-75.

Mr. Meacher replied: 'Exports of beef increased from 68,941 tons to 136,218 tons and of mutton and lamb from 29,904 tons to 31,877 tons.'

Trade with Uganda

Mr. Eldon Griffiths (Bury St. Edmunds) asked: 'What was the total value of British exports to Uganda in the years 1974, 1975 and the first two quarters of 1976; and what were the main items included.

Mr. Meacher said: 'Exports to Uganda in 1974, 1975 and the first and second quarters of 1976 were £7.2 million, £7.3 million, £1.7 million and £2.3 million fob, respectively. The principal items were machinery, motor vehicles, medicinal and pharmaceutical products, metal and metal manufactures, clothing and textiles.'

EEC-Romania MFA negotiations

Mr. Nicholas Winterton (Macclesfield) asked for a statement on the recent MFA negotiations between the EEC and Romania.

'The negotiations between the community and Romania for a bilateral restraint agreement under Article 4 of the Gatt Multifibre Arrangement are still in progress,' said Mr. Meacher.

Form-filling by small firms

Mr. Anthony Grant (Harrow Central) asked what steps are being taken to reduce the number of forms required to be completed by small firms.

Mr. Huckfield said: 'The need to reduce the burden of form-filling, particularly on small firms, is borne in mind at all times. The

statistical surveys conducted by my department, wherever possible, exempt small firms from the inquiries, or sample only a proportion of them, or ask them to complete forms which are simpler than those sent to larger firms.'

Maritime Fruit Carriers

Mr. John Prescott (Kingston upon Hull East) asked how many vessels owned by the Maritime Fruit Carriers Co. or its subsidiary Swan Maritime were built in British shipyards; what government financial assistance they received either in investment grants or loans; what were the individual amounts and periods of time involved; what was the value and tonnage of ships ordered in British shipyards by Maritime Fruit Carriers which received government financial assistance; and of those ordered how many were completed and cancelled, respectively; and how many companies received financial assistance from the Government for vessels ordered by Maritime Fruit Carriers or its subsidiaries; which they were; and what were the amounts and conditions of the loans.

Mr. Huckfield answered: 'Ten ship-owning companies in the Maritime Fruit Carriers group have received investment grants under Section 5 of the Industrial Development Act 1966 in respect of 10 ships; and two shipbuilders have received construction grants under Section 11 of the Industry Act 1972 in respect of 13 ships. Both types of grant are subject to standard conditions and no loans or other special government assistance has been given.

'This assistance was provided in respect of 15 ships ordered from UK shipyards by companies in the Maritime Fruit Carriers group; they total about 600,000 gross tons; 12 have been delivered and none cancelled. One further ship has been delivered and may be eligible for construction grant bringing the total delivered to the group to 13.

'For reasons of commercial confidentiality it is not the practice to disclose details of orders for ships or of grants paid, or to list the companies involved. In addition to the financial assistance, guarantees in respect of 12 ships ordered by Maritime Fruit Carriers or its subsidiaries have been given under Section 10 of the Industry Act 1972.'

UK industrial capacity

Mr. James Sillars (South Ayrshire) asked if the UK now has a smaller industrial capacity than in 1973.

'The available evidence on physical capacity suggests that the industrial capacity of the UK has risen since 1973,' said Mr. Huckfield.

Selective assistance to industry

Mr. Michael Grylls (North West Surrey) asked: 'What is the total of selective assistance to industry proposed under Section 8 of the Industry Act 1972, in the year 1977-78, following the public expenditure statement of Mr. Chancellor of the Exchequer on 22 July?'

'Payments of about £160 million,' answered Mr. Williams.

Data Recording Instrument Ltd.

Mr. Grylls asked for a paper stating the consideration paid by the NEB for the shareholding in Data Recording Instrument Ltd.; and the proportion of the equity of this company represented by this holding.

Mr. Huckfield replied that under Section 10(1)(a) of the Industry Act 1975 the Secretary of State for Industry gave his consent to the NEB acquiring more than 30 per cent of the equity in the Data Recording Instrument Co. Ltd., at a price to be negotiated. He went on: 'The NEB have announced that they have acquired 53.93 per cent of the equity, having subscribed for 2 million new £1 shares at par and having bought 400,000 at an undisclosed price from existing shareholders.'

BSC modernisation programme

An estimate was asked for by Mr. T. H. H. Skeet (Bedford) of the present cost of the BSC modernisation programme assessed at £3,000 million in 1972; and what investment would be required to meet the programme by 1980 assuming an annual average inflation of 10 per cent.

Mr. Huckfield replied: 'The estimated cost of BSC's Development Strategy in the White Paper of February 1973 (Cmnd. 5226), was £3,000 million at March 1972 prices. Using the same price basis the corporation recently revised the estimated cost to £3,600 million, the increase being mainly due to changes in the technical content of the programme. The corporation have also estimated, using their own inflation assumptions, that on present plans their investment expenditure in the period April 1972 to March 1982 will be about £9,000 million at outturn prices.'

National insurance contributions

Mrs. Audrey Wise (Coventry South West) asked how much would be added to the labour costs of the Post Office by the proposed increase in the employers share of the national insurance contribution.

Mr. Huckfield: 'I understand from the Post Office that the increase in employers' national insurance contributions, which it is proposed should take effect in April 1977, could be expected to add something like £30 million to their costs in the first year.'

Mrs. Wise asked for the Secretary of State for Prices and Consumer Protection's estimate of the impact on consumers of increased prices permissible because of the proposed increase in the employer's share of the national insurance contribution.

'Firms will start to pay the higher contributions in May 1977 but the effects will take some time to work through into retail prices', said Mr. Maclennan. 'If the full cost were passed on, the effect by early 1978 would be rather less than £1 billion.'

'Will employers be allowed to pass on to consumers through increased prices the whole of the proposed increase in their share of national insurance contributions,' asked Mrs. Wise.

'Yes', said Mr. Maclennan, 'increases arising from employers' national insurance contributions are allowable cost increases under paragraphs 32 and 35 of the Price Code. The Code constitutes guidance for the Price Commission as well as for firms.'

Wednesday, 28 July

Trade with EEC

Mr. E. Fernyhough (Jarrow) asked: 'What is the total deficit between the UK's exports to and imports from the EEC for the period commencing 1 January 1973 to 30 June 1976?'

Mr. Meacher replied: 'Figures of our trade with the EEC on a balance of payments basis are not yet available for the second quarter of 1976. The aggregate UK crude trade deficit (ie exports fob less imports cif) with the EEC from the beginning of 1973 to the first half of 1976 was £6,885 million.'

EEC assistance for airport developments

Mr. A. J. Beith (Berwick upon Tweed) asked if it is the Secretary of State for Trade's policy not to support applications to the EEC for assistance for airport developments designed to meet current requirements until the process of consultation and decision on airports strategy has been completed.

Mr. Clinton Davis said: 'No, but, in considering such applications, I must have regard to the current consultations on airports strategy. An EEC grant has been approved for developments at Sumburgh Airport but otherwise Newcastle Airport is the only airport formally to have sought my support for an application for EEC assistance.'

Coastal surveys

Mr. Robert Boscawen (Wells) asked what action is being taken to provide the support required to enable the Hydrographer of the Navy to carry out more quickly the task of surveying the 95 per cent of the UK Continental Shelf which has not yet been covered by modern sonar surveys. in response to new developments in merchant shipping characteristics.

Mr. Clinton Davis replied: 'Interested departments, including my own, are discussing ways in which the Hydrographer of the Navy can be helped to discharge his traditional responsibilities taking into account the fact that departments are having to reduce their expenditure. The Hydrographer has a continuing task to perform in surveying UK waters in response to new developments in shipping characteristics: and, in this regard, there is close collaboration between the Ministry of Defence and my Department. Additionally, the Department of Industry, on behalf of my Rt. Hon. Friend the Secretary of State for Trade, has continued to develop and pay for a new high definition scanning sonar for the Ministry of Defence, which will greatly enhance the Hydrographer's survey capabilities. The prototype will shortly become available.'

Post Office results

Mr. Tom King (Bridgwater) and Mr. R. C. Mitchell (Southampton, Itchen) asked for a statement about the results of the Post Office for the last financial year.

Mr. Varley said: 'In their accounts, published today, the Post Office report a profit for the year ended 31 March 1976 of £148 million. This represents a great improvement in the Post Office's financial position since last year's loss of more than £300 million, I should like to acknowledge the contribution of all concerned in the Post Office. I also welcome today's statement by the chairman of the Post Office that the existing standstill on telecommunications charges until 31 March 1977 will be extended to 31 July 1977. In view of the need to finance the investment programme of about £1,000 million a year without additional demands on the taxpayer or additional borrowing I do not intend to exercise my powers under the Price Code to

order a reduction in telecommunications charges.' (*See also page* 366.)

Small firms

Mr. Geraint Howells (Cardigan) asked what studies have been undertaken about the small business sector in Japan, as suggested by the Bolton Report in 1971.

Mr. Williams answered: 'My department has taken steps to ensure that it is fully informed of the position of the small business sector in Japan and of Japanese Government policy towards it.'

Mr. Howells asked for details of the number of staff employed in the Small Firms Advisory Bureaux, and what experience each of them has of working outside the Civil Service.

Mr. Williams replied: 'My department has Small Firms Information Centres in Birmingham, Bristol, Leeds, London, Luton, Manchester, Newcastle and Nottingham each of which has a complement of three staff who are career civil servants selected on the basis of their experience. The centres in Cardiff and Glasgow, which are the responsibility of my Rt. Hon. Friends the Secretaries of State for Wales and Scotland respectively are similarly staffed.

'There are currently 20 staff in the Small Firms Division of my department deployed on questions relating to the small firms sector as a whole and on the central management of the Small Firms Information Centres.'

Mr. Howells asked what statistical definitions are used for small firms operating in the manufacturing, retailing, wholesale trades, construction, mining/quarrying, motor trades, miscellaneous services, road transport and catering sectors.

Mr. Williams said: 'The Department of Industry adopted the statistical definition of Small Firms originated by the Bolton Committee as follows:

Industry	Statistical definition
Manufacturing	200 employees or less
Retailing	Turnover £50,000 p.a. or less
Wholesale trades	Turnover £200,000 p.a. or less
Construction	25 employees or less
Mining/quarrying	25 employees or less
Motor trades	Turnover £100,000 p.a. or less
Miscellaneous services	Turnover £50,000 p.a. or less
Road transport	5 vehicles or less
Catering	All excluding multiples and brewery-managed public houses

'In a recent scheme offering assistance to small firms the department has in general doubled the turnover limits to take account of inflation.'

Mr. Howells also asked how many people are employed in manufacturing establishments and enterprises employing over 5,000 people; and what this represents as a percentage of the total numbers employed in manufacturing.

Mr. Williams said: '3,830,000 persons were employed in 1973 in manufacturing enterprises employing over 5,000 people. This accounts for 49 per cent of total employment in manufacturing.'

Accidental electrocutions

Mr. Gwilym Roberts (Cannock) asked how many accidental electrocutions occurred in the home in 1975.

Mr. Fraser's reply is published on page 370.

Thursday, 29 July

'The Effect of Movements in the Price of Raw Materials on the Retail Price of Goods'

Mr. John Garrett (Norwich South) asked the Secretary of State for Prices and Consumer Protection for a statement on the effect of rising raw materials' prices on retail prices.

Mrs. Williams's reply is published on page 370.

Retail Price Index

Mr. Dennis Skinner (Bolsover) asked: 'What is the latest figure for the rise in the Retail Price Index year on year?'

'The year on year increase shown in the Retail Price Index for June is 13.8 per cent,' said Mr. Maclennan.

Gas consumer councils

Mr. Richard Wainwright (Colne Valley) asked for the total number of individual complaints received by each regional gas consumer council in 1974-75 and 1975-76, respectively.

Mr. Fraser answered that the figures available for representations to gas consumers' councils do not distinguish complaints from other inquiries. He gave the figures for representations as follows:

Gas Consumers' Council	Number of representations 1974/75	1975/76
Scotland	2,587	5,017
Northern	7,475	5,589
North Western	5,979	10,471
North Eastern	2,017	2,400
West Midlands	3,039	5,049
East Midlands	836	1,207
Wales	1,842	2,728
Eastern	4,365	3,331
South Western	1,291	1,990
Southern	1,994	3,027
South Eastern	7,259	6,868
North Thames	4,704	4,640

'Individual complaints are handled by the councils' own machinery,' said Mr. Fraser. 'The councils and my department keep a close watch on the figures and take action as appropriate.'

Electricity consultative councils

Mr. Wainwright asked how many representations were received by each regional electricity consultative council in each of the past two years; and what proportion related to charges.

Mr. Fraser gave the information as follows:

Electricity Consultative Council	Number of representations 1974/75	Approximate percentage concerning charges	Number of representations 1975/76	Approximate percentage concerning charges
North Western	1,920	36%	4,562	43%
North Eastern	951	81%	1,417	77%
Yorkshire	1,058	52%	1,362	59%
Merseyside and North Wales	1,031	32%	1,200	30%
South Wales	1,042	42%	1,308	55%
Midlands	617	26%	771	23%
East Midlands	664	45%	765	42%
Eastern	1,396	31%	1,516	58%
South Western	1,019	52%	1,097	63%
Southern	1,153	40%	2,019	49%
South Eastern	900	42%	1,415	50%
London	1,106	45%	2,596	72%

'Individual representations are handled by the councils' own machinery,' said Mr. Fraser. 'The councils and my department both keep a close watch on the figures and take action as appropriate. The electricity industry is also, of course, subject to the provisions of the Price Code.'

Bread subsidy

Mr. Ioan Evans asked for a statement about the proposed increase in bread prices and the future of the bread subsidy.

Mrs. Williams's reply is published on page 370.

Woollen jackets from Czechoslovakia

Mr. Ben Ford (Bradford North) asked if the Secretary of State for Trade proposes to restrain imports of woollen jackets from Czechoslovakia 'since imports from that country in January to May this year are considerably greater than in the same period of 1975'.

Mr. Dell replied: 'I am aware that imports of woollen jackets from Czechoslovakia have considerably increased in the first five months of this year as compared with the same period of 1975: and that requests for surveillance licences suggest that other significant quantities may be on their way. I consider it necessary to ensure that imports of woollen jackets from Czechoslovakia in 1976 do not rise significantly above the 1975 level and we have therefore taken the appropriate steps through the community to establish a quota for Czechoslovakia of 60,000 woollen jackets for the calendar year 1976.

'Details of licensing arrangements that will apply will be set out in a notice to importers to be published with a press notice later today.' (*See page* 399.)

Footwear from Comecon countries

Mr. John Garrett (Norwich South) asked if reductions in footwear imports from Comecon countries have taken place in accordance with the agreement between HM Government and the governments of those countries.

Mr. Meacher answered: 'Czechoslovakia, Poland and Romania have agreed to restrain their exports of leather footwear (excluding sandals) in 1976 to the levels of their exports in 1975. The information available about imports so far gives me no reason to believe that these undertakings will not be honoured.'

Advertising by the legal professions

Mr. Ioan Evans (Aberdare) inquired about the publication of the reports of the Monopolies and Mergers Commission on restrictions on advertising by the legal professions in England and Wales and in Scotland.

Mr. Fraser's reply is published on page 368.

Valuation of British Leyland and Rolls-Royce (1971) shares

Mr. Walter Johnson (Derby South) asked the Secretary of State for Industry when he proposes to place a value on the Government's shareholdings in British Leyland Ltd. and Rolls-Royce (1971) Ltd. which have been transferred to the NEB; and when the transfer to the NEB of the Government's loans to Rolls-Royce (1971) Ltd. and other companies would be authorised.

Mr. Varley's replies are published on page 364.

British investments in Japan and Taiwan

Mrs. Millie Miller (Redbridge, Ilford North) asked: 'What is the value of investments held by British individuals, companies and institutions in manufacturing industries and other commercial enterprises in: (a) Japan and (b) Taiwan?'

Mr. Meacher answered: 'The information available relates to the book value of direct investment, excluding oil, banking and insurance in Japan at the end of 1971. An industry breakdown of this investment is given in Table 37 of Business Monitor M 4 Part II, Overseas Transactions 1972, a copy of which is in the Library. Figures for subsequent net flows of investment in 1972, 1973 and 1974 were published in Table 19 of the corresponding Business Monitors for 1972, 1973 and 1974, copies of which are in the Library. No such information is available for Taiwan. Total investment includes also portfolio, oil and miscellaneous investment but no analysis by country is available for these forms of investment.'

Night jet movements

Mr. Neville Sandelson (Hillingdon, Hayes and Harlington) asked what restrictions are to be applied to night jet movements at Heathrow and at Gatwick from 1 November 1976 to 31 March 1977.

Mr. Clinton Davis replied: 'I have decided that the number of night jet movements permitted in the coming winter should be 2,200 at Heathrow and 1,600 at Gatwick. This represents a cut of 400 on the quotas at both airports last winter. The hours of restriction will be unchanged. This decision in no way pre-judges the outcome of the long-term study on night jet restrictions aimed at reducing night time disturbance which is now in progress.'

Athens conventions

Mr. Roger Stott (Westhoughton) asked if the Secretary of State for Trade intends to regulate conditions of passengers and luggage, consistent with the Athens Convention of 1974; and if he would give effect to the Athens Convention on the Civil Liability in the field of maritime carriage of nuclear material.

'The Government's intention is that legislation implementing the conventions dealing with these matters be introduced as soon as possible,' said Mr. Clinton Davis.

EEC regional development fund

Mr. Wainwright asked for the total amount so far allocated to each region and nation of the UK by the EEC Regional Development Fund; what amount, on average, this sum represents for each project approved in each respective region and nation; and what is the sum expressed as a per capita amount in each respective region and nation.

Mr. Williams gave the information as follows:

	Allocations from the fund to date (£'000)	Average fund allocation per project (£)	Fund aid per capita (£)
England	25,148	56,386	1.55
Northern	14,425	79,696	4.61
North West	7,177	68,352	1.09
Yorkshire and Humberside	2,292	26,345	0.47
East Midlands Assisted Areas	297	17,471	0.40 (a)
West Midlands Assisted Areas	11	11,000	0.27 (a)
South West Assisted Areas	946	17,200	1.17 (a)
Northern Ireland	12,719	189,836	8.22
Scotland	16,007	78,852	3.06
Wales	12,368	58,340	4.48
	66,242	71,381	2.57

Note:
(a) As only part of the East Midlands, West Midlands and South West Regions are Assisted Areas and are therefore eligible for contributions from the Regional Development Fund, the population figures used to calculate the figures in col. 3 relate only to the relevant part of those regions.

Pilotage

Mr. Stott asked when the Secretary of State for Trade expects to give effect to the recommendations of the Steering Committee on Pilotage; and if he intends to set up a Pilotage Board.

Mr. Clinton Davis said: 'I hope that legislative time can soon be found to implement the Steering Committee's recommendations, including the establishment of a Central Pilotage Board.'

Regional policy support

Figures were requested by Mr. Robert Hicks (Bodmin) to show for each year since 1970, the total expenditure on regional policy support and regeneration in the UK and South West assisted area, respectively; itemising the amount spent on the principal types of support, namely regional development grants, provision of land and buildings and selective assistance.

Mr. Williams said that total expenditure in the UK on regional support and regeneration was as follows:

£ MILLION AT HISTORIC PRICES, NET OF REPAYMENTS AND EXCLUDING PUBLIC CORPORATIONS

1970/1971	1971/1972	1972/1973	1973/1974	1974/1975	1975/76 (provisional)
283	238	235	300	450	593

He continued: 'I regret that as no geographical breakdown has been kept of expenditure on some programmes it is not possible to provide comparable figures for total expenditure in the South West assisted area. But the available information about the main programmes of regional assistance currently provided in the assisted areas is hown in the following table:

Hot strip mill at Port Talbot

Mr. Gwilym Roberts (Cannock) asked if the Secretary of State for Industry would discuss with the British Steel Corporation the time-scale for the development of the hot strip mill at Port Talbot; and what is the total expenditure now authorised for this project.

Mr. Huckfield answered: 'As my Rt. Hon. Friend told the House in his statement on 19 July, the British Steel Corporation have agreed to undertake a further study of the capital cost and market prospects related to their proposal for developing Port Talbot. As part of that study they will be considering the Government's readiness to authorise the new hot strip mill which the corporation recently estimated would cost some £250 million at current prices. The Government has also authorised expenditure of some £100 million on the second phase of coke oven replacement and on the introduction of continuous casting equipment at Port Talbot. A first phase of coke oven replacement at Port Talbot, estimated to cost £64 million at 1975 prices, was authorised last year.'

The Post Office

Mr. John Cockcroft (Nantwich) asked what improvements the Secretary of State for Industry proposes to make in his monitoring of the Post Office's performance, following the movement from substantial losses to profits by the corporation.

Mr. Huckfield replied: 'I welcome the great improvement in the Post Office's financial position which is recorded in the report and accounts published yesterday. Arrangements for consultations with the Post Office on their financial performance have already been examined following the comments of the Select Committee on National-

£ MILLION AT HISTORIC PRICES, NET OF REPAYMENTS AND EXCLUDING PUBLIC CORPORATIONS

	1970/71	1971/72	1972/73	1973/74	1974/75	1975/76 (provisional)
Regional Development Grants:						
Total	—	—	8	89	180	261
South West Assisted Area	—	—	**	2	4	5
Regional Employment Premiums:						
Total	108	109	100	106	156	214
South West Assisted Area	2	2	2	2	3	4
Selective Assistance to Industry in Assisted Areas:						
Total	—	—	**	25	36	49
South West Assisted Area	—	—	**	**	1	1
Provision of Land and Buildings:						
Total	15 *	10	11	9	21	17
South West Assisted Area	**	**	**	**	**	N/A

** Less than £1 million. N/A = Not available.

ised Industries in their report on the Post Office's Letter Post Services. Our conclusions will be published in the Government's reply to the report.'

Mr. Cockcroft asked what percentage of first-class packets over 100g are delivered the next day.

Mr. Huckfield replied: 'The Post Office's Annual Report for 1975/76 indicates that 92 per cent of first-class mail was delivered on the next working day after collection. This figure covers letters and letter packets of all weights. The Post Office tells me that separate figures for letter packets over 100g are not kept.'

Friday, 30 July

Trade deficit with EEC

Mr. Neil Marten (Banbury) asked: 'What is the visible trade deficit within the EEC on a balance of payments basis for the last 12 months?

Mr. Meacher replied: 'Estimates of UK visible trade with the EEC on a balance of payments basis are made quarterly. The latest available figures up to the first quarter of 1976 were published in *Trade and Industry* for 18 June 1976 (page 738) and shows a deficit for the 12 months for the year ending March 1976 of £2,153 million.'

NEDO sectoral studies

Mr. John Garrett, (Norwich South) asked how many sectoral studies published by NEDO call for government action to improve the supply of trained engineers.

Mr. Williams answered: 'About a third of the sectoral reports prepared for the first round of the industrial strategy call for action of various kinds by government to improve the supply of trained engineers. The various points raised are being followed up by government departments and other bodies to ensure that the manpower resources available to industry are adequate in both quantity and quality. Sectoral working parties will be asked to consider a number of specific proposals for helping to prevent shortages of professionally qualified engineers, and the NEDC itself will discuss this whole issue in the light of the report by NEDO and the MSC which will be available shortly.'

Mr. Garrett also asked how many sectoral studies published by NEDO call for government assistance to set up export marketing corporations.

'None of the sectoral studies published by NEDO call for government assistance to set up export marketing corporations', said Mr. Meacher. 'However, reference is made in 10 of the published reports to the need for greater co-operation by manufacturers in various forms to achieve a higher level of exports.

'The Sector Working Parties concerned have indicated in most cases that action to achieve this lies with the industry and relevant trade association to pursue. We shall certainly examine what further action, such as the establishment of joint overseas marketing arrangements, is required when all the sector working party reports have been fully examined.'

Publicity expenditure by consumer councils

Mr. J. M. Craigen (Glasgow, Maryhill) asked what was the expenditure of the 46 industry consultative consumer councils in 1975 on public relations.

Mr. Fraser answered: 'Total expenditure on publicity during the financial year 1975/76 by the 42 consumer councils for which I have responsibility is expected to be approximately £38,000. This figures does not include the publicity expenditure incurred by the electricity consultative councils and gas consumers' councils before 1 August 1975: these costs were previously financed by industry.'

English Tourist Board

Mr. Arthur Lewis (Newham North West) asked why, in view of the Government's incomes policy, the salaries and related employment costs of the English Tourist Board for the year ended 31 March 1976 rose to £742,884 from £537,264 in 1975; and what action is proposed to reduce this.

M. Meacher replied: 'Staff salaries and related employment costs for the board are linked to the Civil Service scales and thus to the Government's incomes policy. The number of staff was increased during the year ended 31 March 1975 from 114 to 141 and to 150 by 31 March 1976 in order to enable them to undertake the voluntary accommodation registration scheme, strengthen the board's research and information services and help with tourist project assistance for development areas. I am examining the possible need for economies consistent with consolidating our tourist drive.'

Children's cots safety standards

Questions were asked by Mr. J. M. Craigen and Mr. Dennis Canavan (West Stirlingshire) on revised safety standards for children's cots.

'Comprehensive information on an annual basis is not available,' said Mr. Fraser. 'But I am aware of five deaths of children from this cause in England and Wales since 1972, of which four have occurred within the last year. Despite inquiries, it has not been possible to ascertain whether the cots involved complied with BS 1753. The British Standards Institution is urgently engaged in reviewing this standard, in consultation with my department, and with manufacturers and consumers and medical interests. I shall certainly consider sympathetically making regulations based on the safety provisions of a revised standard, after further consultation with manufacturers and others interested. Meanwhile I am urgently considering, with my department's medical advisers, what advice can be given to parents on avoiding accidents of this type.'

Data Recording Instrument Co.

Mr. Michael Grylls asked: 'How much public money has been committed to Data Recording Instrument Co. by the NEB and the NRDC: (a) by means of loans, (b) by subscribing to equity and (c) by acquisition of shares from either other shareholders or by the purchase by the NEB of shares, from the NRDC?'

Mr. Huckfield said: 'It is not the normal practice of the NRDC to disclose loans that it makes. The NRDC holds 1.2 million shares bought at different times at undisclosed prices. The NEB have announced that they have subscribed for 2 million new £1 shares at par, and have bought 400,000 shares from existing shareholders. I understand that the price for the latter shares was also £1 each. In addition, the company has been lent £500,000 by my department under Section 8 of the Industry Act 1972.'

Time Rates of Wages and Hours of Work

A volume of tables giving particulars of the minimum, or standard, time rates of wages for the more important industries and occupations, and of the normal weekly hours for which these rates are payable. The details given relate to the position as at April 1, 1974, but any later changes known to have come into operation are shown.

£2.40 (*by post* £2.57).

Government publications can be bought from the Government Bookshops in London (post orders to PO Box 569, SE1 9NH). Edinburgh, Cardiff, Belfast, Manchester, Birmingham and Bristol, or through booksellers

HMSO BOOKS

Public assistance to private industry

Mr. Robert Kilroy-Silk (Ormskirk) asked how much public money was provided to private industry in 1974, 1975 and so far in 1976.

Mr. Williams gave the information as follows:

		£ million at historic prices	
1973/74	1974/75	1975/76	April-June 1976
693	820	1,195	198 (estimated)

Mr. Williams explained: 'These figures relate to net payments to private industry, detailed in the 1976/77 Supply Estimates as Class IV Votes 1, 2, 3 (Subheads B1(1) and B1(2)), Vote 4 (Subheads A1(1), A2, A5, and AZ), Vote 5 (Subheads A, B, D and E), Vote 7 (Subheads A to E) and Vote 11 (Subheads A and C).'

Industrial development

Mr. David Knox (Leek) asked how many industrial development certificates were granted in the UK in each of the past six years.

Mr. Williams gave the table below showing the number of idcs issued for the years 1970–75, and for the first half of this year, for schemes of 15,000 sq. ft. and over in Great Britain. The control does not operate in Northern Ireland.

1970	1,676
1971	1,254
1972	1,490
1973	1,772
1974	1,246
1975	860
1976 (January-June)	540

Note:
Since July 1972, IDCs have not been required in the Development and Special Development Areas. Following the designation of the Edinburgh and Cardiff areas as Development Areas in August 1974 the IDC control ceased to apply in those areas.

National insurance contributions

Mr. John MacGregor (South Norfolk) asked what would be the total addition to employee costs in the Post Office and the British Steel Corporation in 1977-78 of the Chancellor of the Exchequer's increase of 2 per cent on employers' national insurance contributions?

Mr. Huckfield said, 'I understand from the industries concerned that the increase in employers' national insurance contributions, which it is proposed should take effect in April 1977, could be expected to add something like the following to their costs in the first year:

Post Office	£30 million
British Steel Corporation	£15 million

Small firms

Mr. Geraint Howells asked about the improvement of information, statistics, and monitoring of the general state of the small business sector since the publication of the Bolton Report in 1971.

Mr. Williams said: 'Following a recommendation of the Bolton Committee, the department's Small Firms Division has, as one of its main responsibilities, the examination of all available information with a view to monitoring the state of the small firms sector. The need to limit the burden of form-filling of course inhibits improvement to statistics of small firms. However, the new system of retailing statistics now being developed will yield annual estimates for small firms with a lower burden of form-filling on them than the previous system of five-yearly estimates. Also results relating to small firms from the new sequence of annual censuses of production have been published since 1971. More comprehensive information may ultimately become available from material, derived from the administration of Value Added Tax, which is provided to the Business Statistics Office under Section 55 of the 1973 Finance Act for the development of a Central Register of Businesses.'

Mr. Howells also asked what new information has become available since the publication of the Bolton Report on the 'five symptoms of ill-health' in the small business sector, about lack of new entrants, ageing of the small firm population, over concentration rate of business failure and too few high fliers.

'Such information as can be obtained from existing sources on the five symptoms forms part of the general body of statistical and other information which is drawn on to monitor the state of the small firms sector and it would not be meaningful to consider it in isolation,' said Mr. Williams.

Mr. Howells asked for details of public funds given to important services, wholly or mainly financed by government and mainly intended for, or used by, small firms.

Mr. Williams replied: 'The only such service currently provided by my department is the Small Firms Information Service and the most recent cost figures for this were provided by my Hon. Friend the then Minister of State for Industry (Mr. Gregor MacKenzie) on 3 February in answer to a question from the Hon. Member for Uxbridge (Mr. Michael Shersby) (*Hansard* No. 40, Col. 543). Small firms can of course also make use of a wide range of more general services provided by the Government and my Hon. Friend announced new schemes for the sector, on which no expenditure has yet been incurred, on 14 April 1976 in answer to a question from my Hon. Friend the member for Coventry North East (Mr. Geoffrey Robinson) (*Hansard* No. 91, Col. 600/1). In rural areas under the auspices of the Department of the Environment, the Development Commissioners and the Council for Small Industries in Rural Areas provide factories for and financial and other assistance to certain small firms; over £4.5 million was provided for this purpose in 1975/76.'

Waste car-tyres

'*What research is currently being conducted into alternative uses for waste car-tyres?*' *asked Mr. Churchill (Stretford).*

Mr. Williams answered: 'My department published in March this year a report commissioned from the Rubber and Plastics Research Association and entitled "A study of the reclamation and re-use of waste tyres". It is now being considered by the Waste Management Advisory Council in the context of the national anti-waste programme.'

Cotton shirts from China

Mr. Meacher's statement on page 316 of *Trade and Industry* 30 July should have read 'The People's Republic of China' and not 'Republic of China'.

Government Sales

Ministry of Defence

17 August 1976 Miscellaneous stores

Location: Ordnance Storage and Disposal Depot RAOC, Ruddington, Notts

Auctioneers: Arnold and Son (Dept. L), 13 Market Place, Burton-upon-Trent, Staffs DE14 1HD (tel. 0283-64657)

A large quantity of stores which include household furniture, MT, electrical and electronic spares and equipment, aircraft components and ground equipment. Various textiles, zipps, scrap metals, wooden and metal boxes, vehicle tyres, engineering tools and equipment, binoculars, watches, cameras and other photographic materials. Three Alvis fire trucks and other vehicles.

25 August 1976 Miscellaneous stores

Location: The Post House, Herbert Walker Avenue, Southampton SO1 0HJ

Auctioneers: Richard Austin and Wyatt (Dept. L), 79 High Street, Fareham, Hants PO16 7AX (tel. 03292-4211)

The lots which are lying at various depots in Hampshire include a mobile crane, vehicles and 54 machine tools. China and glassware, cameras and photographic equipment, compressors, hand tools, tyres and electrical spares, etc. Four hundred lots of furniture including bureaux, chairs, chests of drawers, wardrobes and other items. Three hundred lots of clothing and textiles including jerseys, foulweather coats, carpets, blankets, rags, tentage and a large collection of other service items.

Catalogues for the above sales which give details of the lots, conditions of sale, viewing times, etc., are available from the auctioneers from two weeks before and up to the day of the sale, price 20p, postage and packing 10p extra (postal orders only).

European Community News

No final agreement yet on direct elections

Meeting on 27 July for the last time before the summer break, EEC foreign ministers were unable to reach final agreement on the implementation of decisions taken by the heads of government earlier in the month on direct elections to the European parliament. They will return to the subject at their next meeting on 20 September.

For the UK, Minister of State for Foreign and Commonwealth Affairs, Roy Hattersley, pointed out that the British Government was willing to take whatever steps were necessary to implement the European council decisions, but could not agree to new proposals on implementation put forward at the 19-20 July council because the Cabinet had not yet had an opportunity to discuss them.*

* Answering a Parliamentary question on 30 July, Mr. Hattersley said that they had now done so and hoped to play a constructive part when discussion was resumed on the new proposals in the community in September.

Mr. Hattersley explained that the new proposals constituted a new formula which required a new cabinet decision. According to the formula, member states would make a non-legally-binding commitment to use their best endeavours to meet the suggested date of May/June 1978 for the first direct elections and the council of foreign ministers, acting unanimously and after consulting the assembly, would take a decision on a specific date later.

The British Government had made it clear many times, he said, that it could not commit the British parliament to a timetable for passing the necessary legislation on direct elections and therefore Britain could not guarantee that it would be able to meet the May/June 1978 date for elections in this country.

Fishing declaration of intent

Ministers formally agreed the text of a declaration of intent on the extension of fishing limits by member states. The declaration had been provisionally adopted at the 19-20 July council.

The text notes an increasing trend among countries with large-scale sea fishing industries to extend unilaterally their fishing zones to 200 miles, without awaiting the outcome of the United Nations Conference on the Law of the Sea. Certain countries, which have been very active in fishing in coastal zones, particularly in the North Atlantic, have already extended the boundaries of their jurisdiction or taken a decision to do so as from 1 January 1977. This trend is bound to result in over-exploitation of the fish stocks, thus jeopardising the maintenance of the community's fishing resources.

The declaration expressed the council's resolve to protect the legitimate rights of community fishermen. Convinced of the necessity for member states to act jointly, ministers agreed that measures to deal with the situation must be taken in accordance with the conclusions of the third United Nations Law of the Sea Conference (UNLOSC) which opened in New York this week on 2 August.

But, recognising that circumstances could force member states to take earlier action, the council 'adopts the principle of concerted action under which member states would be led to extend the limits of fishing zones to 200 miles, fishing within these limits being subject to the common fisheries policy of the community'.

Ministers also agreed 'to decide on the ways of implementing such action in the light of the outcome of the next meeting of the Conference on the Law of the Sea and not later than 1 October 1976'.

Written into the council minutes is a British understanding that the reference in the text to the common fisheries policy (CFP) is to the CFP as it is currently being adapted to the new circumstances.

Greece opens membership negotiations

Led by Minister for Economic Co-operation and Planning Panayotis Papaligouras (left), Greece formally opened accession negotiations with the EEC in Brussels on 27 July. Also in the photograph is Max Van der Stoel, the Dutch foreign minister and current president of the EEC council of foreign ministers. The opening ceremony was preceded by meetings of the EEC foreign affairs council and the EEC/Greece association council. (AP Wirephoto)

Anti-dumping talks in Brussels

During talks in Brussels on 26 July, Secretary of State for Trade, Edmund Dell, received assurances about the transfer of anti-dumping powers to the commission from 1 July next year.

Mr. Dell said at a meeting with commissioner for external affairs Sir Christopher Soames and senior commission officials he had impressed upon them the importance to British industry of the transfer of competence in this field.

The commission was aware of the practical problems involved in the transfer and was taking steps to meet them.

EEC information

Free service for businessmen!
The EEC Information Unit helps firms of all types and sizes by answering general questions about EEC membership and by guiding them where necessary to more specialised information sources.
New customers are always welcome, particularly firms new to EEC questions.
The unit's address is: EEC Information Unit, Department of Industry, 1 Victoria Street, London, SW1H 0ET. Tel. 01-215 4301 (six lines).

Finance ministers consider Duisenberg letter

At their meeting on 26 July, EEC finance ministers had their first discussion of proposals on economic convergence, community credit facilities and exchange rate policy put forward by the Dutch council president, Mr. W. F. Duisenberg. The proposals aim at reinforcing the community's policies and procedures in the field of economic policy co-ordination and monetary relationships.

On economic policy, Mr. Duisenberg suggests that the medium-term economic policy programme of the community should be made to play a central role in a periodic review of national programmes. He also proposes that community credit facilities used as an instrument to reinforce this role.

In the field of monetary relationships, Mr. Duisenberg rejects the idea of weakening the present snake arrangement to allow EEC non-members to join. Instead, he suggests creating a general community framework for consultation and surveillance of exchange rate policies based on the 'guidelines for floating' which EEC countries agreed to recommend for adoption in the rules of the International Monetary Fund. The guidelines centre around the concept of agreed target zones for exchange rates. Periodic review of the target zones and community surveillance of national policies on the basis of these guidelines could, said Mr. Duisenberg, provide the beginning of an effective framework for community action in this area.

From the UK point of view the importance attached to economic convergence in the proposals was welcomed. Britain's lack of enthusiasm for some earlier initiatives directed towards economic and monetary union had stemmed from a belief that these initiatives had failed to link monetary with economic convergence, placing too much weight on mechanisms insufficiently supported by underlying reality. The council agreed that all aspects of the Duisenberg letter should be further studied and explored.

Mr. Duisenberg, who was in the chair during the meeting, had begun the proceedings with a brief statement of the new presidency's priorities for the next six months. He mentioned the on-going work in the banking, insurance and securities fields and suggested that some of the draft directives in question should be ready for adoption by the end of the year.

Also on the agenda was the second quarterly examination for 1976 of the economic situation in the community in accordance with the decision of 18 February 1974 on the attainment of a high degree of convergence of economic policies in EEC member states. Ministers then adopted the decision on the preparation of public budgets which lays down the economic and budgetary policy guidelines to be followed by member states in 1976/77.

EEC intervention arrangements for wheat 1976-77

For the 1976/77 marketing year, the minimum quality standards applicable to wheat of bread-making quality will remain the same as those at present applicable to milling wheat. For wheat of non-bread-making quality the minimum specific weight eligible for offer into intervention has now been fixed at 69kg/hl (55.21b/bushel) instead of 72kg/hl (57.6lb/bushel) as previously; the maximum permitted quantity of broken grains will be 8 per cent instead of 5 per cent as previously; of sprouted grains, 6 per cent instead of 2 per cent; and of shrivelled grains, 10 per cent instead of 5 per cent.

The existing minimum quality standards for the sale of wheat into intervention were fixed by the EEC commission some years ago at a level appropriate to milling wheat.

Following the council of ministers' agreement in March to adopt a two-tier price structure for bread-making and non-bread making qualities of wheat, it was clearly in the UK's interest to ensure that the intervention standards did not exclude an unacceptably high proportion of high-yielding wheats grown in the UK from eligibility for intervention.

These adjustments to the minimum quality standards make them appropriate to the new intervention arrangements for wheat. They will be published shortly in an EEC commission Regulation.

Minimum quantities

For the 1976/77 cereals marketing year, the minimum quantity of wheat for offer into intervention, whether as bread-making or non-bread-making wheat, will be reduced from 200 tons to 100 tonnes.

EEC regulations require that the minimum quantity of wheat, rye, barley or maize which may be offered into intervention is 80 tonnes. However, member states may fix a greater minimum tonnage. The previous UK minimum tonnage applicable to wheat was set at 200 tons and that for barley at 100 tons in 1972. In view of the new situation created by the introduction of a two-tier intervention system, and after consultation with the interests of various individuals and organisations involved in the growing, buying and selling and processing of home-grown cereals, it has been decided that the minimum tonnage for wheat be brought into line with that for barley at 100 tonnes.

More on the EEC

Information on EEC matters and about member states can often be found in other sections of 'Trade and Industry'. For this week's additional news, turn to the following pages:

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Laying up of goods vessels on Europe's inland waterways

Agreement has now been reached on the temporary laying up of goods vessels on certain inland waterways in Europe. The agreement, which marks the conclusion of several years of negotiations for a system which would even out fluctuations in freight rates on the Rhine and related waterways caused by temporary and seasonal variations in supply and demand, has been initialled by the EEC commission, by the member states directly concerned (Germany, Belgium, France, Luxembourg, Netherlands and the UK) and by Switzerland.

Under the agreement, shipowners would be required to contribute to a fund enabling compensation to be paid on a scale which would induce enough shipowners to lay up their ships during periods when excess capacity threatened to drive down freight rates to levels which would not be in the long-term interest of either the shipowners or the users. The fund would be entirely financed and managed by the industry, but member states would be represented on a supervisory board which would safeguard the general interest.

The EEC commission have now forwarded to the council a draft regulation which would implement the agreement in the community. Community circles consider that the regulation might come into force at the beginning of 1978 after the usual process of consultation with the European parliament and economic and social committee.

The other contracting parties will adopt a protocol to amend the Convention for Rhine Shipping which at present prohibits any charge on Rhine shipping.

New EC Legislation

The legislation listed below has been published in the *Official Journal of the European Communities* as indicated against each item. The *Official Journal* is now published in English and copies should be obtained from HMSO. Information about the items listed, in so far as other member states' requirements are concerned, is available to British exporters from Department of Trade, Export Services and Promotions Division, Export House, 50 Ludgate Hill, London EC4M 7HU (tel. 01-248 5757, ext. 7174/482/408). Other information may be obtained from the reference point given at the end of the item.

Common agricultural policy

The texts of the following regulations and directive which affect the various agricultural sectors in the EEC have been published in the *Official Journal of the European Communities*:

General. Regulation (EEC) 1788/76 repealing regulations (EEC) 1180/74 and (EEC) 1569/74 on limiting monetary compensatory amounts in eggs, poultrymeat and pigmeat (*Official Journal* L199, 24 July 1976).

Processed agricultural products. Regulation (EEC) 1652/76 adjusting the compensatory amounts and variable components applicable during the third quarter of 1976, on the importation of goods covered by regulation (EEC) 1059/69 (*Official Journal* L184, 8 July 1976).

Oils, fats and oilseeds. Regulation (EEC) 1702/76 amending regulation 282/67/EEC on detailed rules for intervention for oil seeds (*Official Journal* L191, 15 July 1976).

Regulation (EEC) 1733/76 amending regulation (EEC) 205/73 on communications between member states and the commission concerning oils and fats (*Official Journal* L194, 20 July 1976).

Regulation (EEC) 1785/76 on the offering for sale of olive oil held by the Italian intervention agency (*Official Journal* L199, 24 July 1976).

Regulation (EEC) 1774/76 on special measures for linseed (*Official Journal* L199, 24 July 1976).

Cereals. Regulation (EEC) 1725/76 fixing, for the 1976/77 marketing year, the threshold prices for certain classes of flour, groats and meal (*Official Journal* L193, 17 July 1976).

Regulation (EEC) 1778/76 determining for the 1976/77 marketing year the threshold prices for husked rice and broken rice. (*Official Journal* L199, 24 July 1976).

Regulation (EEC) 1787/76 on the adjustment of the export refunds on malt under article 16 (4) of regulation (EEC) 2727/75 (*Official Journal* L199, 24 July 1976).

Milk and milk products. Regulation (EEC 1743/76 amending regulation (EEC) 677/76 laying down detailed rules for the application of the system for compulsory purchase of skimmed-milk powder (*Official Journal* L195, 21 July 1976).

Animal feedingstuffs. Directive 76/603/EEC amending the annexes to directive 70/524/EEC concerning additives in feedingstuffs (*Official Journal* L198, 23 July 1976).

Flax and hemp. Regulation (EEC) 1775/76 amending regulation (EEC) 619/71 laying down general rules for granting aid for flax and hemp (*Official Journal* L199, 24 July 1976).

Regulation (EEC) 1776/76 supplementing regulation (EEC) 620/71 as regards the outline provisions for contracts for the sale of flax straw (*Official Journal* L199, 24 July 1976).

Soya beans. Regulation (EEC) 1777/76 on special measures for soya beans (*Official Journal* L199, 24 July 1976).

Regulation (EEC) 1790/76 laying down rules for the application of special measures in respect of soya beans (*Official Journal* L199, 24 July 1976).

Processed fruit and vegetables. Regulation (EEC) 1779/76 amending regulation (EEC) 1930/75 laying down special provisions applicable to trade in tomato concentrates between the community as originally constituted and the new member states (*Official Journal* L199, 24 July 1976).

ACP/EEC Convention of Lomé and EEC/India sugar arrangements

The *Official Journal*, L176, 1 July 1976, contains the texts of the following regulations and decision:

Regulation (EEC) 1653/76 fixing the guaranteed prices applicable for cane sugar originating in the overseas countries and territories (OCT) for 1976/77.

Regulation (EEC) 1654/76 on the conclusion of the agreements in the form of exchanges of letters on the guaranteed prices for cane sugar for 1976/77 between the European economic community and Barbados, Fiji, the Republic of Guyana, Jamaica, the Republic of Kenya, the Republic of Madagascar, the Republic of Malawi, Mauritius, the Republic of Uganda, the People's Republic of the Congo, the Kingdom of Swaziland, the United Republic of Tanzania, Trinidad and Tobago and the Republic of India.

Decision 76/568/EEC on the association of the overseas countries and territories with the European economic community.

Annex I: List of the countries and territories referred to in article 1.

Annex II: concerning the definition of the concept of 'originating products' and methods of administrative co-operation.

Annex III: on the application of article 12.

Annex IV: on imports of cane sugar originating in the countries and territories.

Annex V: on the application of financial and technical cooperation.

Annex VI: relating to article 2.

Annex VII: relating to article 3.

Annex VIII: Declaration by the Government of the Kingdom of the Netherlands.

Annex IX: on exports of bananas by the countries and territories.

Copies of the *Official Journal* may be obtained from HMSO, price £2.10 plus postage.

Applications for copies of the 'Official Journal of the European Communities' containing the legislation referred to should be made to HMSO and not to the inquiry points given in the notices.

Proposals for a community trade mark

A one-day conference on the EEC commission's proposals for a community trade mark* will take place at the Royal Garden Hotel, London, on Friday, 8 October.

The conference, which is open to all concerned with the protection of trade marks, will be attended, not only by UK specialists, but also by their counterparts in the rest of Europe. It is being organised by the Institute of Trade Mark Agents through European Study Conferences Ltd.

Among the speakers will be Lord Lloyd of Kilgerran, president of the Institute of Patentees and Inventors, Professor Dr. Friedrich-Karl Beier, director of the Max-Planck-Institute for International and Foreign Patent Rights and Competition Law in Munich, Ivor Davis, Assistant Comptroller at HM Patent Office, Vivian Price, and Bruce Cawthra, deputy director (legal) Confederation of British Industry. Guest speaker at the luncheon will be Bryan Harris, head of the commission's division on intellectual property law.

* An article on moves by the commission to establish a community trade mark was published in the 30 July issue of *Trade and Industry* (page 321).

EEC information

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EEC Information Unit,
Department of Industry,
1 Victoria Street,
London SW1H 0ET.
Tel. 01-215 4301 (six lines).

Social action programme: new commission initiatives

Among a series of initiatives approved by the commission within the framework of the community's social action programme is a draft recommendation* concerning the progressive extension of social protection to people not covered by existing schemes or inadequately protected.

The commission points out that in spite of the progress made in this area within the community there are still gaps and deficiencies in the social protection of various groups of persons which differ from one country to another. These groups include, for example, the handicapped, women not in gainful employment, students, or young people seeking their first employment, persons in institutional care, and some of the self-employed.

The recommendation urges member states to extend to the entire working population the social protection already received by most of the active population in the fields of health care, old age, invalidity and family benefits. It also urges the progressive extension of coverage against the contingencies of sickness and old age, as well as family benefits, to persons who do not have a salaried job, and for those unable to exercise a gainful activity, recommends the guarantee of income and services analagous to those provided by social security schemes in the event of invalidity or unemployment.

* COM (76) 295.

The commission points out that the various national social security schemes are the appropriate framework for implementing these measures, but that where there is a national social assistance scheme this may be an acceptable way of providing the desired protection. The commission's target date for the achievement of these objectives is 31 December 1980.

Research on respiratory diseases

The commission has also approved a memorandum concerning the third research programme on chronic respiratory diseases†. The estimated cost of the four-year programme (5 million European units of account) will be financed from the European coal and steel community operational budget and will be carried out by research centres in various community countries.

The programme will concentrate on three aspects of chronic respiratory diseases associated with ECSC industries – pneumoconiosis, other occupational bronchopulmonary diseases and the treatment and rehabilitation of bronchopulmonary patients.

Reform of the organisation of work

The third commission initiative takes the form of a communication to the council on the reform of the organisation of work‡. It stems from the council's resolution of 21 January 1974 on the social action programme which included an objective for the establishment of an action programme for workers aimed at the humanisation of their living and working conditions.

The communication points to measures already taken to promote the participation of workers in various decision-making procedures, including, for example, the directive on mass dismissals, the draft directive on the protection of workers' rights in the case of mergers, takeovers or amalgamations, and the proposal for a European company statute.

It also outlines actions now planned by the commission in this field: the promotion of new and more democratic patterns of work organisation by means of pilot schemes in specially selected industrial environments; the setting up of an ad hoc group working in co-operation with the advisory committee on safety hygiene and health protection at work to assess the possibility of more stringent and binding standards for the working environment; the establishment of a second ad hoc group to examine the economic implications of changes in work organisation for the productivity of enterprises and the gnp of member states; and the examination of the influence of developments at the workplace on the educational and training needs of workers.

† COM (76) 240.
‡ COM (76) 253.

Choosing a business partner elsewhere in the community

The commission of the European communities set up the business co-operation centre to encourage co-operation between firms in different member states wishing to increase competitiveness and respond to the opportunities opened up by access to the community's markets. Co-operation is defined as pooling one or more activities of partner firms: for example, in research and development, supplies, production, marketing and sales and management.

A firm seeking the centre's help will be asked to provide certain information about itself, and to define exactly what type of partner and what type of co-operation it wants. All the information supplied, and any inquiries received, are treated as strictly confidential, and no names are revealed without the agreement of all parties. The centre will search its files for a suitable partner, and if, the application cannot be matched with an offer already registered, will, if the firm agrees, circulate a summary of the firm's requirements, with no names mentioned, to the 'correspondents' which it has in every country of the community.

It is as one of the centre's correspondents in this country that we reproduce the latest batch of requests for co-operation. Readers wishing to obtain further information should write direct to the centre at the following address, quoting the reference number of the request(s) in which they are interested: Business Co-operation Centre, rue Archimede 17, B-1040 Brussels. The centre makes no charge for its services.

Reference BRE/3078/35

Belgian engineering firm – turnover BFr270 million, payroll 190 – specialised in the manufacture of own patented refuse collector vehicles (12 to 24 m^3, ie 6 to 12 tons), sold in eight European countries, seeks partner in Great Britain having experience in mechanical, hydraulic and electrical engineering and commercial access to local governments or refuse collecting contractors, with a view to an arrangement whereby the UK partner would assume manufacturing and selling in the UK market: either as a licensee; or on a joint venture basis; or via a shareholding by the Belgian company in the UK partner.

Languages: French, English, German.

Reference BRE/4003/332

German machine-tool manufacturer (knee-type, bed-type, thread and splineshaft milling machines, hobbing machines, roll milling machines), small to medium series, 40 per cent export to European and overseas markets, workforce 280, turnover 16.5 million DM, seeks British or Irish partner for a joint venture in production and marketing: either in partner's country for German firm's products; or in Germany for partner's manufacturing programme, which should be engineering products (not necessarily machine tools) compatible with present manufacturing in small to medium series, final products of not less than 1 ton and not exceeding 15 tons.

Languages: German, English, French.

Reference BRE/4004/347

French company, manufacturing lighting equipment for offices, factories, hospitals, sporting centres, etc. – turnover FFr15 million, staff 70 – seeks co-operation with British firm in the same field with a view to a reciprocal marketing arrangement; the partner should be larger than the French firm and could take a shareholding in the French company.

Languages: French, English.

Reference: BRE/4038/31

Belgian company, 120 staff, turnover BFr220 million, engaged in trading, maintenance and repair of mining equipment; heavy engineering (welded steel structures) for the steel and mining industry; manufacture of special containers (silos, etc.) for corrosive products; in fibre glass reinforced polyester, for the

chemical and food industries; seeks UK partner, supplier of equipment (filtration, fluidification, weighing, ensilage, handling of liquids or powders, etc.) for the chemical and food industries, with a view to a joint venture, which would assemble, market, maintain and repair the partner's product on the Benelux market.

Languages: French, German, English.

Reference: BRE/4063/422
German producer of special animal foodstuffs: pre-mixed products (minerals, vitamins, antibiotics, coccidiostatics) for all animals; protein concentrates; mineral feed for improving the basal ration for horses, cattle, pigs and sheep (in the form of meal, pellets or briquettes); products for calf-raising and calf-fattening; with a specific range of products for horses; turnover DM50 million and 220 employees (of whom 40 are employed in sales), seeks a manufacturer or distributor of complementary animal feeds, eg for domestic animals, in Great Britain with a view to a co-operation in marketing, sales and possibly production. An investment by the German firm in the capital of the partner's company is preferred.

Languages: German, English.

Reference: BRE/3995/34
Italian company, staff 140, turnover £1 million, manufacturing heating elements for industrial and domestic appliances, seeks UK partner of comparable size, manufacturer of complementary products, with a view to a reciprocal marketing of products.

Languages: French, English.

Reference: BRE/4066/453
Italian company, staff 100, turnover £650,000, manufacturing safety shoes and gloves for use in heavy industry, seeks UK partner manufacturing complementary products (goggles, helmets, etc.), with a view to reciprocal marketing of products.

Languages: French, German, English.

Economic Indicators of the EEC

These tables have been prepared for the convenience of users who do not have access to the sources themselves; international publications (as indicated) have been used, supplemented by later reports where possible. In addition to the member states of the EEC, the United States and Japan have been included for comparison.

The form of presentation adopted – indicators by subject – is for convenience only, and it must not be assumed that the indicators in the same table for different countries are strictly comparable. An attempt has been made to indicate major differences of definition, but the coverage and methods of collection vary considerably; this is partly due to different administrative procedures in various countries. Fuller details may be obtained from the sources indicated, and from the national publications of the countries concerned.

As from this month, actual unemployment figures rather than indices will be published. Unemployment rates will reflect national practices of defining the rate rather than those based on the size of the labour force in 1970 which has been used up to now. These changes are in concert with the Comparison of International Unemployment now published regularly in the *Department of Employment Gazette* where seasonally unadjusted figures are also to be seen.

TABLE 1 Industrial Production (Excluding construction) Seasonally adjusted — Indices 1970 = 100

	Belgium	Luxembourg	France[1]	German F.R.	Ireland[2]	Italy	Netherlands	United Kingdom	EEC[3]	*United States*	*Japan*
Weights in EEC	3.9	0.3	18.1	39.9	0.6	13.3	4.5	19.4	100.0	—	—
Weights in total	1.3	0.1	6.0	13.2	0.2	4.4	1.5	6.4	33.1	*43.3*	*11.9*
1970	100	100	100	100	100	100	100	100	100	*100*	*100*
1971	103	99	104	102	105	100	106	100	102	*100*	*103*
1972	109	103	112	106	109	104	111	102	106	*108*	*110*
1973	116	115	120	113	119	114	118	111	115	*118*	*127*
1974	120	119	123	112	123	119	121	108	116	*117*	*124*
1975	108	93	112	105	115	108	115	102	107 (e)	*107*	*110*
1974 1st quarter	122	124	125	115	127	123	122	105	116	*117*	*130*
2nd quarter	122	119	126	113	124	125	122	109	117	*118*	*127*
3rd quarter	120	120	126	111	121	119	123	110	116	*118*	*122*
4th quarter	116	113	118	109	119	111	120	107	111	*114*	*115*
1975 1st quarter	112	103	114	106	116	110	117	107	109	*105*	*108*
2nd quarter	108	92	111	104	114	107	114	101	105	*103*	*110*
3rd quarter	103	82	111	103	114	106	111	100	104	*107*	*112*
4th quarter	109	95	114	108	116	111	119	102	109	*110*	*113*
1976 1st quarter	115	98	121	111		115	120	103	112 (e)	*113*	*119*
2nd quarter											
1975 January	113	104	115	104		110	116	108	108	*107*	*107*
February	111	101	115	105		113	116	107	109	*104*	*105*
March	109	102	112	105		108	118	105	108	*103*	*105*
April	111	93	112	102		109	113	103	105	*103*	*109*
May	105	84	108	106		103	114	100	105	*103*	*110*
June	111	96	112	103		109	114	100	106	*104*	*111*
July	101	90	110	99		110	109	101	103	*105*	*114*
August	100	61	110	104		98	111	99	103	*107*	*112*
September	107	96	111	106		110	114	101	106	*109*	*114*
October	109	89	113	107		112	116	102	108	*109*	*114*
November	110	98	113	109		113	122	102	109	*110*	*112*
December	107	98	117	109		108	120	101	109	*111*	*114*
1976 January	111	97	120	110		110	121	102	111	*112*	*117*
February	114	98	120	114		117	120	103	113	*113*	*119*
March	120	99	122	110		117	120	103	112	*114*	*123*
April	122	99	122	111		120 (e)	118	104	113 (e)	*115*	*127*
May						121 (e)		105		*115* (e)	*124* (e)
June											
% change latest three months:											
on previous three months	8.5	1.0	4.0	2.1	1.8	6.9	−1.4	2.0	2.7	*2.4*	*6.9*
On a year earlier	7.6	nil	7.4	7.4	−2.5	11.9	3.2	1.3	4.0	*11.3*	*15.4*

[1] Excluding clothing, wood products and furniture. [2] Mining and manufacturing only. [3] Excluding Denmark. (e) Estimated.

Source: 'OECD Main Economic Indicators'

TABLE 2 Unemployment seasonally adjusted

Indices 1970 = 100

	Belgium[2]	Den-mark[4]	France[1]	German F.R.[1]	Ireland[2]	Italy[3]	Nether-lands[1]	Great Britain[1]	*United States*[3]	*Japan*[3]
1971	71	30	337	185	42	613	62	776	*4,993*	*639*
1972	87	30	380	246	48	696	108	885	*4,840*	*730*
1973	92	20	394	274	44	669	110	611	*4,304*	*660*
1974	105	45	498	583	48	560	135	600[5]	*5,076*	*720*
1975	177	103	840	1,074	75	654	195	929	*7,830*	*990*
1974 1st quarter	93	19	441	473	43	548	121	577	*4,652*	*683*
2nd quarter	97	32	443	512	46	528	124	577	*4,666*	*660*
3rd quarter	107	50	474	609	49	556	139	614	*5,036*	*715*
4th quarter	122	77	615	815	56	604	156	643	*6,053*	*869*
1975 1st quarter	141	101	731	1,019	69	553	174	738	*7,664*	*888*
2nd quarter	170	101	837	1,073	75	727	190	847	*8,203*	*956*
3rd quarter	191	99	877	1,110	78	653	207	1,000	*7,802*	*989*
4th quarter	210	111	916	1,141	80	698	211	1,132	*7,824*	*1,167*
1976 1st quarter	209	111	935	1,163	82	625	208	1,223	*7,151*	
2nd quarter								1,247		
1975 April	161	108	797	1,068	73		186	798	*7,941*	*911*
May	170	100	835	1,067	75		189	850	*8,250*	*942*
June	180	96	878	1,084	77		193	894	*8,071*	*1,015*
July	183	85	885	1,113	78		202	968	*8,096*	*966*
August	191	104	864	1,121	77		207	997	*7,924*	*977*
September	199	107	882	1,097	79		210	1,034	*7,970*	*1,025*
October	211	109	900	1,132	80		211	1,089	*8,092*	*1,187*
November	211	107	926	1,137	80		211	1,133	*7,939*	*1,125*
December	208	117	921	1,153	81		211	1,175	*7,735*	*1,189*
1976 January	205	114	928	1,188	82		208	1,211	*7,290*	*1,077*
February	207	113	925	1,194	83		212	1,232	*7,136*	*1,089*
March	215	106	952	1,107	82		205	1,227	*7,027*	*963*
April	221	102	944	1,073			203	1,234	*7,040*	*1,051*
May	229	97	961	1,003			205	1,250	*6,860*	*1,107* (e)
June	233 (e)	95 (e)	967 (e)	1,004 (e)			210 (e)	1,256	*7,143*	
July								1,294		
Rate % in latest month	8.8	8.8	5.5	4.4	13.3	3.2	5.6	5.6	*7.5*	*2.1*
% change latest three months										
On previous three months	8.9	−11.7	2.4	−11.7	2.5	−10.5	−1.1	2.9	*−1.9*	*−7.0*
On a year earlier	33.7	−3.3	14.4	−4.3	19.3	13.0	8.8	40.1	*−13.3*	*13.4*

Unemployment data are defined and collected on different bases in different countries. The following notes indicate the main variations which prevent direct international comparison.

1 Registered unemployed (excluding school leavers); rate per cent of total employees.
2 Insured unemployed; rate per cent of total insured population.
3 Labour force sample survey; rate per cent of total labour force.
4 Unemployment-insurance beneficiaries; rate per cent of total numbers insured.
5 Estimated in the absence of figures for December 1974.
6 Averaged over component months. Rates per cent relate to the last period for which unemployment figures are given.
7 Some seasonally adjusted data have been estimated from unadjusted material.

Source: OECD Main Economic Indicators and *Department of Employment Gazette*.

TABLE 3 Exports (fob) Special trade[1], seasonally adjusted

US$ million[6]

	Belgium/ Luxem-bourg	Den-mark[2]	France	German F.R.	Ireland[2]	Italy	Nether-lands	United King-dom[2]	EEC	*United States*[2]	*Japan*[2]
1970	11,592	3,288	17,940	34,188	1,032	13,188	11,772	19,356	112,356	*43,224*	*19,320*
1971	12,081	3,609	20,592	39,009	1,308	15,177	13,953	22,356	128,084	*44,211*	*23,994*
1972	15,995	4,330	25,739	46,208	1,610	18,535	16,392	24,340	153,152	*49,676*	*28,591*
1973	22,416	6,120	35,952	67,440	2,124	22,236	23,952	28,862	210,684	*71,316*	*36,936*
1974	28,260	7,716	45,900	89,160	2,628	30,288	32,436	37,196	275,100	*98,508*	*55,536*
1975	28,812	8,712	52,212	90,024	3,216	34,824	34,440	41,715	295,992	*107,652*	*55,752*
1975 1st quarter	7,893	2,199	13,557	23,625	771	8,712	8,928	10,842	77,121	*26,840*	*14,907*
2nd quarter	7,035	2,193	13,317	23,133	756	8,454	8,532	10,415	74,442	*25,795*	*13,842*
3rd quarter	6,408	2,055	12,441	21,060	795	8,697	7,869	9,865	69,813	*27,135*	*13,176*
4th quarter	7,227	2,241	12,876	22,356	852	9,015	9,138	10,475	74,865	*28,206*	*14,097*
1976 1st quarter	7,632	2,148	13,539	23,583	723	8,466	8,985	10,880	76,380 (e)	*26,619*	*15,870*
2nd quarter								10,850			
1975 January	2,642	737	4,437	7,928	288	2,852	3,014	3,712	25,644	*9,258*	*5,113*
February	2,755	730	4,631	7,952	265	2,909	2,968	3,475	25,965	*8,819*	*4,977*
March	2,496	731	4,491	7,746	218	2,951	2,946	3,794	25,511	*8,773*	*4,817*
April	2,360	738	4,426	7,610	270	2,747	2,952	3,287	24,558	*8,593*	*4,789*
May	2,285	706	4,310	7,354	265	2,785	2,722	3,742	24,404	*8,414*	*4,571*
June	2,388	749	4,581	8,169	221	2,921	2,857	3,384	25,482	*8,788*	*4,481*
July	2,053	707	4,186	7,224	266	2,799	2,655	3,418	23,532	*8,868*	*4,423*
August	2,240	671	4,142	6,704	263	3,031	2,499	3,149	22,902	*9,119*	*4,420*
September	2,116	678	4,114	7,132	265	2,848	2,708	3,298	23,378	*9,147*	*4,333*
October	2,271	806	4,148	7,200	316	2,918	3,008	3,555	24,489	*9,303*	*4,764*
November	2,632	724	4,315	7,764	290	3,182	3,095	3,356	25,591	*9,527*	*4,467*
December	2,324	711	4,414	7,392	246	2,916	3,037	3,562	24,785	*9,376*	*4,849*
1976 January	2,488	768	4,425	7,747	247	3,062	2,903	3,600	25,456	*8,840*	*5,037*
February	2,648	683	4,637	7,692	247	2,591	3,017	3,552	25,328	*8,858*	*5,223*
March	2,495	698	4,478	8,145	228	2,813	3,155	3,719	25,931	*8,920*	*5,609*
April	2,664 (e)	723	4,568	7,981	290	2,778	2,851	3,600	25,291	*9,114*	
May							3,162 (e)	3,642		*9,300* (e)	
June								3,605		*9,500* (e)	
% change in dollar terms latest three months											
On previous three months	4.8	−4.5	4.0	4.0	−2.3	−10.7	2.4	−0.2	1.0	*4.9*	*12.7*
On a year earlier	2.6	−4.3	1.0	2.2	1.6	−4.9	6.4	4.2	0.7	*8.2*	*6.5*
% change in national currencies latest three months:											
On previous three months	5.2	−5.3	8.4	3.7	8.2	−0.2	4.2	10.5	4.3	*4.9*	*11.4*
On a year earlier	15.5	6.5	16.6	11.5	31.0	29.4	20.2	34.3	20.6	*8.2*	*10.3*

[1] For most purposes special trade may be defined as trade excluding re-exports. [2] General trade. [3] Weighted average of percentage changes in national currencies.
[6] All values are expressed in US dollars, making use of IMF parity rates as quoted in 'OECD Main Economic Indicators'.
(e) estimated.

Source: United Kingdom: Department of Trade
All others: 'OECD Series "A"'.

TABLE 4 Imports (cif) Special trade[1], seasonally adjusted

US$ million*

	Belgium/ Luxem-bourg	Den-mark[2]	France	German F.R.	Ireland[2]	Italy	Nether-lands	United Kingdom[2]	EEC	*United States[2, 3]*	*Japan[2]*
1970	11,352	4,380	19,116	29,808	1,572	14,940	13,392	21,720	116,280	*39,960*	*18,876*
1971	12,390	4,476	21,261	34,356	1,838	16,026	15,159	23,897	129,403	*45,633*	*19,716*
1972	14,079	4,986	26,696	39,759	2,113	19,252	17,127	27,831	152,643	*55,819*	*23,463*
1973	21,936	7,704	37,380	54,492	2,784	27,816	24,360	38,884	215,232	*69,120*	*38,316*
1974	29,700	9,852	52,824	68,976	3,816	40,968	33,204	54,486	293,568	*100,968*	*62,112*
1975	30,708	10,332	54,240	74,208	3,804	38,364	35,148	53,695	300,048	*96,936*	*57,864*
1975 1st quarter	7,479	2,445	14,016	18,618	987	9,273	9,297	14,063	76,158	*25,002*	*14,895*
2nd quarter	7,359	2,415	13,131	18,678	924	9,039	8,760	13,091	73,395	*22,275*	*13,521*
3rd quarter	6,891	2,439	12,777	17,865	894	9,399	8,091	13,178	71,532	*24,303*	*14,451*
4th quarter	7,626	2,844	14,328	19,188	1,011	10,602	9,084	13,214	77,877	*25,515*	*15,129*
1976 1st quarter	7,752	2,856	15,138	20,043	1,032	9,798	8,862	13,222	78,286 (e)	*27,471*	*15,048*
2nd quarter								13,991			
1975 January	2,479	828	4,752	6,096	338	3,113	3,125	5,011	25,739	*9,811*	*5,217*
February	2,499	835	4,678	6,327	359	2,980	3,107	4,738	25,522	*7,781*	*4,892*
March	2,502	784	4,585	6,195	288	3,179	3,064	4,305	24,897	*7,410*	*4,786*
April	2,493	816	4,415	6,573	318	2,981	2,886	4,428	24,904	*7,909*	*4,579*
May	2,414	809	4,244	5,882	310	2,823	2,886	4,290	23,658	*7,314*	*4,609*
June	2,453	790	4,472	6,222	295	3,234	2,988	4,377	24,836	*7,052*	*4,333*
July	2,267	803	4,294	5,847	302	3,142	2,676	4,520	23,848	*7,805*	*4,823*
August	2,185	805	4,173	5,843	286	2,814	2,544	4,447	23,097	*8,130*	*4,593*
September	2,440	830	4,309	6,174	305	3,443	2,870	4,212	24,587	*8,370*	*5,034*
October	2,456	874	4,644	6,320	308	3,288	2,766	4,397	25,049	*8,406*	*5,089*
November	2,605	978	4,897	6,307	357	3,637	3,203	4,367	26,349	*8,555*	*4,793*
December	2,565	991	4,786	6,562	345	3,676	3,116	4,439	26,478	*8,555*	*5,221*
1976 January	2,671	888	5,043	6,534	322	3,177	2,959	4,424	26,022	*9,425*	*5,126*
February	2,523	972	5,125	6,699	356	3,193	2,902	4,560	26,340	*8,820*	*5,037*
March	2,559	996	4,971	6,811	353	3,429	3,041	4,240	26,408	*9,226*	*4,884*
April	2,790 (e)	993	5,020	7,146	323	3,643	3,227	4,617	27,529	*9,651*	
May							3,409 (e)	4,660		*9,230* (e)	
June								4,709		*10,180* (e)	
% change in dollar terms latest three months											
On previous three months	0.4	3.6	2.6	6.5	0.8	−2.1	7.8	5.8	1.8	*5.8*	*−0.4*
On a year earlier	5.0	21.6	10.5	8.2	6.9	12.3	9.5	6.8	6.6	*30.5*	*1.0*
% change in national currencies latest three months											
On previous three months	0.8	2.8	7.0	6.2	11.6	9.4	9.7	17.1	8.1	*5.8*	*−1.5*
On a year earlier	18.2	35.4	27.6	18.1	37.8	52.8	23.7	37.7	31.4	*30.5*	*4.7*

[1] For most purposes special trade may be defined as trade excluding re-exports. [2] General trade. [3] fob. [4] Weighted average of percentage changes in national currencies
* All values are expressed in US dollars with the use of IMF parity rates as quoted in 'OECD Main Economic Indicators'.
(e) estimated.
Source: United Kingdom: Department of Trade. All others: 'OECD Series "A" '.

TABLE 5 Balance of Payments on current account

US$ million (unadjusted)

	Belgium/ Luxem-bourg	Den-mark	France	German F.R.	Ireland	Italy	Nether-lands	United Kingdom	EEC	*United States*	*Japan*
1970	724	−544	+297	729	−191	902	−518	1,661	2,470	*2,233*	*1,970*
1971	851	−423	530	323	−190	2,041	−233	2,588	5,143	*−1,247*	*5,821*
1972	1,113	−66	297	1,041	−139	2,266	1,050	221	4,314	*−5,462*	*6,624*
1973	1,140	−472	−691	4,343	−216	−2,510	−1,750	−5,718	865 (e)	*7,451*	*−133*
1974	911	−982	−5,943	9,693	−710 (e)	−7,817	1,648	−12,319		*2,568*	*−4,650*
1975	1,044	−508	330	3,828	−80 (e)		1,649	−7,111		*11,894*	*−680*
1973 1st quarter	366	−151	−225	565		−669	396	−890		*1,024*	*497*
2nd quarter	232	−179	280	1,039		−736	574	−471		*989*	*−416*
3rd quarter	217	69	−542	828		−14	−41	−603		*1,047*	*101*
4th quarter	326	−211	−206	1,917		−1,060	822	−1,165		*4,409*	*−315*
1974 1st qnarter	339	−519	−1,602	2,757		−2,503	335	−3,233		*2,533*	*−3,274*
2nd quarter	−121	−311	−1,864	2,193		−2,433	405	−3,233		*146*	*−2,377*
3rd quarter	323	−141	−1,930	860		−1,413	478	−2,970		*−2,179*	*−133*
4th quarter	370	−16	−547	3,883		−1,467	429	−2,879		*2,092*	*1,133*
1975 1st quarter	622	−88	−369	2,192		−461	129	−2,485		*3,086*	*−887*
2nd quarter	141	45	941	861		−9	437	−1,581		*3,957*	*−288*
3rd quarter	31	−72	−128	−407			385	−2,030		*742*	*−8*
4th quarter	251	−393	−114	1,182			698	−1,077		*4,134*	*502*
1976 1st quarter								−1,243			*192* (e)
2nd quarter								−1,786			

Source: UK: Central Statistical Office. All others: IMF International Financial Statistics.

Government Publications in London

from

Her Majesty's Stationery Office, 49 High Holborn WC1V 6HB

TABLE 6 Export unit values of manufactures

Indices 1970 = 100

	Belgium/ Luxembourg		France		German F.R.		Italy		Netherlands		United Kingdom		*United States*	*Japan*	
	US$	Bfrs.	US$	frs.	US$	D.M.	US$	lire	US$	Gdrs.	US$	£	US$	US$	Yen
1970	100	100	100	100	100	100	100	100	100	100	100	100	*100*	*100*	*100*
1971	101	98	105	105	108	102	106	105	104	101	106	105	*102*	*104*	*101*
1972	112	99	115	105	117	102	114	106	117	104	116	111	*104*	*116*	*99*
1973	137	107	143	114	147	107	126	118	139	107	127	124	*113*	*141*	*107*
1974	171	133	162	140	172	122	154	160	178	132	153	155	*137*	*181*	*147*
1975			197	152	196	131					178	192	*159*	*178*	*147*
1973 1st quarter	122	102	126	110	124	103	119	110	124	105	119	118	*107*	*125*	*100*
2nd quarter	134	105	141	112	141	105	121	115	135	107	129	122	*111*	*136*	*100*
3rd quarter	148	108	153	115	162	106	131	120	148	124	131	127	*114*	*147*	*108*
4th quarter	147	113	152	121	157	109	133	125	152	112	132	133	*120*	*154*	*118*
1974 1st quarter	150	123	141	125	154	114	133	137	154	121	134	141	*127*	*165*	*134*
2nd quarter	173	132	158	139	175	120	148	151	179	130	153	153	*132*	*183*	*142*
3rd quarter	177	137	170	147	175	125	163	171	186	137	159	162	*142*	*185*	*152*
4th quarter	183	138	181	151	183	126	171	181	192	138	165	170	*148*	*190*	*159*
1975 1st quarter	199	139	196	152	203	130	184	188	209	139	178	179	*156*	*192*	*157*
2nd quarter	192	134	208	153	203	130	183	184	205	136	182	188	*159*	*188*	*152*
3rd quarter	176	138	193	151	189	132	179	190	185	134	175	197	*159*	*179*	*148*
4th quarter			193	154	185	131					174	205	*162*	*169*	*143*
1976 1st quarter													*165*		
% change latest 3 months:															
On previous 3 months	−8.3	3.0	Nil	2.0	−2.1	−0.8	−2.2	3.3	−9.8	−1.5	−0.6	4.0	*1.9*	*5.6*	*−3.4*
On a year earlier	−0.6	0.7	6.6	2.0	1.1	4.0	9.8	11.1	−0.5	−2.2	5.5	20.5	*5.8*	*−11.0*	*−10.0*

(e) estimated.

Source: Dollar value: 'United Nations Monthly Bulletin'. National currency: Dollar values converted at OECD exchange rates as quoted in 'Series A'
: UK Department of Trade

TABLE 7 Consumer prices All goods and services

Indices 1970 = 100

	Belgium[1]	Luxembourg[1]	Denmark	France	German F.R.	Ireland	Italy	Netherlands	United Kingdom	*United States*	*Japan*
1970	100	100	100	100	100	100	100	100	100	*100*	*100*
1971	104	105	106	105	105	109	105	108	109	*104*	*106*
1972	110	110	113	112	111	118	111	116	117	*108*	*111*
1973	118	117	123	120	119	132	122	125	127	*114*	*125*
1974	133	128	142	136	127	154	146	137	148	*127*	*153*
1975	150	142	157	152	135	186	171	151	184	*139*	*171*
1974 1st quarter	125	123	134	129	125	144	134	132	139	*122*	*144*
2nd quarter	130	127	140	135	127	151	141	136	147	*125*	*151*
3rd quarter	136	129	144	139	128	157	150	138	151	*129*	*156*
4th quarter	140	133	149	143	130	165	160	143	158	*133*	*163*
1975 1st quarter	144	136	152	147	132	178	165	146	167	*135*	*165*
2nd quarter	148	140	156	151	135	189	169	150	183	*137*	*171*
3rd quarter	151	143	158	154	136	187	173	153	191	*140*	*173*
4th quarter	155	147	156	157	137	192	178	156	195	*142*	*177*
1976 1st quarter	159	151	162	161	139	206	185	159	204	*144*	*181*
1975 January	143	135	151	146	131		164	145	164	*134*	*164*
February	144	137	152	147	132	178	166	145	167	*135*	*165*
March	145	138	153	148	133		166	147	170	*136*	*168*
April	147	139	154	150	134		168	149	177	*136*	*171*
May	148	140	156	151	134	189	169	150	184	*137*	*173*
June	149	141	157	152	135		171	150	187	*138*	*172*
July	150	142	158	153	135		171	151	190	*140*	*173*
August	151	143	158	154	135	187	173	153	191	*140*	*172*
September	152	144	159	155	136		174	155	192	*141*	*176*
October	154	146	155	156	136		176	156	195	*142*	*179*
November	156	147	158	157	137	192	178	156	197	*142*	*177*
December	157	148	158	158	137		179	157	200	*143*	*177*
1976 January	158	151	159	160	138		181	158	202	*143*	*180*
February	159	151	160	161	139	206	185	159	205	*144*	*182*
March	160	152	167	162	140		189	161	206	*144*	*182*
April	161	154	167	164	141		193	164	210	*145*	*187*
May	162	155	169	165	141	219	198	165	212	*146*	*188*
June	162 (e)				142 (e)				213	*147* (e)	
% change last 3 months:											
On previous 3 months	1.7	2.4	5.5	2.5	1.7	6.3	6.4	3.4	3.6	*1.6*	*3.3*
On a year earlier	9.2	10.6	8.6	9.4	5.2	15.9	15.3	9.9	15.9	*6.6*	*8.8*

[1] Excluding rent.

(e) estimated.

Source: 'OECD Main Economic Indicators'

Have you a good export picture?

Each week *Trade and Industry* publishes pictures illustrating Britain's export business. Companies with export successes are invited to send in the story with a photograph showing the goods in manufacture, ready for despatch, or, preferably, on arrival overseas. The story must, of course, reach us while it is still news.

Send your export photographs to the Editor, *Trade and Industry*, Room 439, 1 Victoria Street, London SW1H 0ET.

TABLE 8 Value of retail sales Current prices, seasonally adjusted

Indices 1970 = 100

	Belgium/ Luxembourg	Denmark	France[2]	German F.R.[3]	Ireland[4]	Italy[6,7]	Netherlands	Great Britain[5]	*United States*	*Japan*
1970	100	100	100	100	100	100	100	100	*100*	*100*
1971	108	108	104	111	111	111	108	109	*109*	*110*
1972	120	119	110	121	126	125	122	122	*119*	*118*
1973	138	134	117	130	148	152	136	139	*134*	*145*
1974	162	147	134	137	168	189	150	160	*143*	*165*
1975	183	167	147	149	199	208	169	191	*155*	*192*
1974 1st quarter	153	144	127	134	158	160	144	149	*138*	*157*
2nd quarter	159	148	131	135	165	166	149	154	*142*	*160*
3rd quarter	166	148	136	139	169	181	155	165	*148*	*170*
4th quarter	171	152	139	138	175	236	153	173	*142*	*173*
1975 1st quarter	176	161	141	146	183	181	164	181	*148*	*186*
2nd quarter	177	164	145	147	192	194	167	190	*153*	*192*
3rd quarter	184	166	147	151	200	192	170	194	*159*	*192*
4th quarter	192	180	154	154	216	264	177	199	*162*	*195*
1976 1st quarter		188	150	157	225			208	*168*	*200*
1974 November	162	153	136	139	177	196	153	175	*142*	*174*
December	175	151	136	133	173	288	152	174	*144*	*174*
1975 January	175	160	139	144	185	168	161	181	*147*	*182*
February	175	163	141	146	182	169	164	181	*150*	*186*
March	178	160	144	147	183	208	166	181	*147*	*191*
April	178	163	145	148	188	188	165	201	*150*	*191*
May	174	162	144	145	198	203	164	182	*154*	*192*
June	180	167	144	150	189	193	166	187	*155*	*193*
July	179	169	145	149	193	198	168	192	*159*	*193*
August	184	166	147	150	198	166	166	192	*160*	*194*
September	189	163	150	152	208	211	176	196	*158*	*190*
October	193	180	153	154	212	254	177	194	*160*	*197*
November	188	180	154	156	214	213	174	198	*161*	*194*
December	196	177	156	152	226	324	179	204	*165*	*195*
1976 January	195	181	151	155	222	201	174	211	*165*	*197*
February	197	208	148	159	236	197	176	207	*168*	*206*
March		174	151	158	218			206	*170*	*198*
April		187	149	156				214	*170*	*200*
May			156					210	*168*	
% change latest 3 months:										
On previous 3 months	3.2	6.8	0.2	2.2	3.7	6.5	0.4	1.3	*2.0*	*3.1*
On a year earlier	12.0	17.1	5.3	7.3	22.9	15.5	10.9	11.7	*12.6*	*6.3*

[1] Department and chainstores.
[2] Including chainstores.
[3] Including indirect taxes.
[4] Average weekly sales.
[5] Excluding motor vehicles.
[6] Not seasonally adjusted.

Source: 'OECD Main Economic Indicators'

TABLE 9 Earnings/wages per head in manufacturing

Indices 1970 = 100

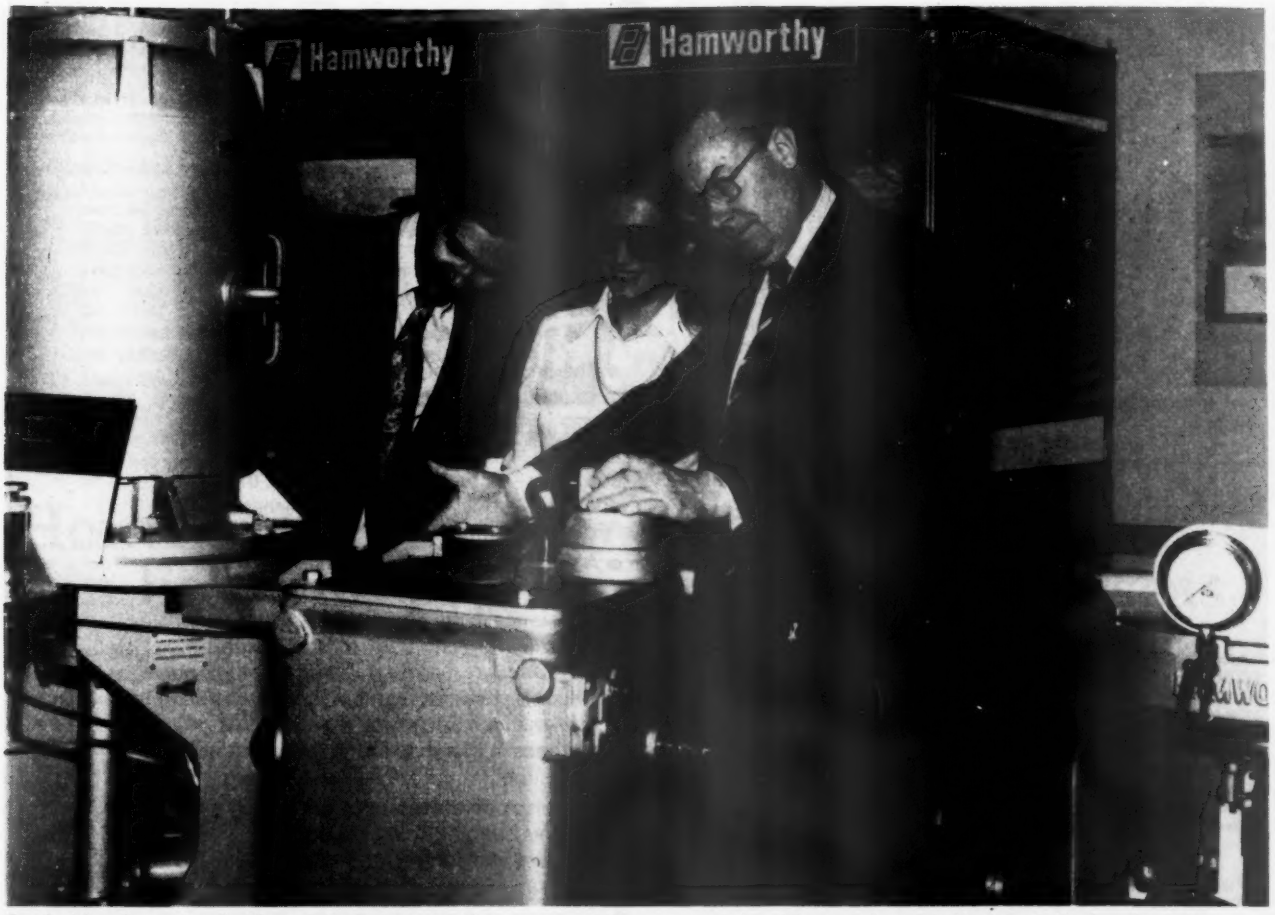
	Belgium/ Luxembourg	Denmark[1,2]	France	German F.R.[4] †	Ireland[2]	Italy[7]	Netherlands[3]	Great Britain	*United States*[4]	*Japan*[5] †
1970	100	100	100	100	100	100	100	100	*100*	*100*
1971	111	115	110	111	116	112	112	111	*106*	*114*
1972	126	129	121	121	133	124	126	126	*113*	*132*
1973	147	153	138	136	159	154	143	143	*121*	*163*
1974	178	187	162	152	191	189	168	166	*131*	*206*
1975	210	224	185	165		239		209	*143*	*230*
1973 1st quarter	140	137	129	131	145	137	137	134	*118*	*148*
2nd quarter	144	151	133	134	157	151	140	139	*120*	*155*
3rd quarter	149	160	138	137	164	161	146	144	*122*	*162*
4th quarter	154	168	144	140	168	168	148	150	*124*	*174*
1974 1st quarter	162	173	147	144	172	176	158	147	*126*	*178*
2nd quarter	173	185	155	150	188	184	166	159	*129*	*204*
3rd quarter	184	190	164	156	196	194	174	172	*133*	*212*
4th quarter	192	202	169	158	207	202	175	185	*137*	*216*
1975 1st quarter	201	211	173	158	222	225	185	194	*139*	*225*
2nd quarter	207	223	177	161	241	238	189	202	*141*	*221*
3rd quarter	213	226	187	166	255	245	198	215	*144*	*237*
4th quarter	221	235	190	169		249		226	*147*	*237*
1976 1st quarter	227	239	195					233	*150*	*257*
% change latest 3 months:										
On previous 3 months	2.7	1.7	2.6	1.8	5.8	1.6	4.8	3.1	*2.0*	*8.4*
On a year earlier	12.9	13.3	12.7	7.0	30.1	23.3	13.8	20.1	*7.9*	*14.2*

† Seasonally adjusted.
[1] Including mining.
[2] Earnings.
[3] Hourly rates industry: males.
[4] Gross hourly earnings per productive worker.
[5] Monthly earnings in manufacturing: regular workers.
[6] Wages and salaries per employed person in industry, excluding construction, public gas and electricity undertakings.
[7] Hourly-rates times average daily hours worked.

Source: All countries 'OECD Main Economic Indicators', except German Federal Republic ('Monatsberichte der Deutschen Bundesbank', Reine 4), Italy ('I.L.O. Yearbook' and 'M.E.I.') and Great Britain ('Department of Employment Gazette' and M.E.I.).

British Overseas Trade Board

Programme of trade promotions 1976-78



Greek visitors inspecting the Hamworthy Dolphin double entry pump with a representative of the manufacturers. Hamworthy Engineering Ltd. were among 36 British companies at the International Shipping Exhibition 'Posidonia' held in Athens in June. The British Overseas Trade Board in co-operation with the British Marine Equipment Council and the Shipbuilders and Repairers National Association supported the venture.

Section 1
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Section 4
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- JBA also operates on behalf of US organisers bringing solely American exhibitions and conferences to the UK, Western and Eastern European countries.
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Programme of Trade Promotions

This programme of Trade Promotions is published as a supplement to *Trade and Industry* in January, April, July, and October.

Section 1 lists overseas trade promotions and missions over the next two years for which British Overseas Trade Board support is already being planned, or is under consideration. The information is necessarily brief but further details can be obtained from the trade association or from the officer named against the event (Tel. 01-248 5757). For trade fairs the date shown in brackets after the officer's name and telephone extension number indicates the closing date for applications for support. Those interested in participating in any event for which the cut off date has passed should inquire of the sponsor or the officer named against the event, as occasionally, it is possible to accommodate late requests. Where no date is shown the cut off date has not been fixed.

Section 2 (Europe) and **Section 3 (outside Europe)** list a number of regular overseas trade fairs not mentioned in Section 1. **Section 4** lists some United Kingdom trade fairs

Fairs in this supplement are classified under the commodity groups (right), definite dates being given when known or alternatively the month in which a fair is usually held.

General inquiries should be addressed as follows:

(1) About support provided by the British Overseas Trade Board for overseas promotions: Fairs and Promotions Branch, Department of Trade, Hillgate House, 26 Old Bailey, London EC4M 7HU (Tel. 01-248 5757)

Telephone inquiries should be made as follows:

For trade fairs, British Shopping Weeks and store promotions—Ext. 7051

For British Export Marketing Centre, Tokyo—Ext. 7104 or 7317

For Outward Missions and symposia—Ext. 306

(2) About Inward Missions:
Special Export Services Branch, Export Services and Promotions Division, Department of Trade, Export House, 50 Ludgate Hill, London EC4M 7HU (Tel. 01-248 5757, Ext. 463).

CLASSIFICATIONS

General
Agriculture, forestry, fishing, agricultural machinery
Aircraft and aeronautical equipment
Books and periodicals
Building, public works and construction equipment
Chemicals and allied industries, including plastics
Clothing
Display and shop equipment
Engineering, electrical and electronic, including radio and television
Engineering, other
Foodstuffs, food machinery, hotel and catering equipment
Footwear
Furniture, furnishings, household equipment and hardware
Gas and oil extraction and distribution including offshore activities
Heating and ventilating
Horticulture and horticultural equipment
Hospital, medical, surgical and dental equipment
Jewellery and giftware
Laundry and allied services
Leather, leather goods and fur
Motor vehicles, motor cycles and cycles
Music and musical instruments
Office machinery and equipment
Packaging machinery and materials, including containers
Photographic equipment
Pottery and glassware
Printing, stationery and printing machinery
Scientific instruments and nuclear equipment
Ships and boats
Sports goods and camping equipment including caravans
Textiles and textile machinery
Toys and games
Watches and clocks
Water, effluent and air treatment plant including anti-pollution, cleaning and refuse disposal equipment
Other specialised fairs

How the British Overseas Trade Board can help you promote your goods overseas

Under the direction of the British Overseas Trade Board Export Services and Promotions Division, the Department of Trade supports British firms at trade promotions overseas through its Fairs and Promotions Branch.

In 1975, the British Overseas Trade Board supported some 6,900 firms exhibiting at 349 trade fairs in 49 different countries, four British shopping weeks and 48 store promotions. In 1975, 221 outward missions were supported and some 2,600 firms were helped in that way.

Joint ventures

Under its Joint Venture Scheme the BOTB provides space and a shell stand for each firm taking part in a group display sponsored by a trade association or other non profit-making body at an overseas trade fair. In addition, for joint ventures held outside Western Europe, the BOTB pays half the return tourist air fares of two representatives from each firm manning their stand for the duration of the event and half the freight charges for returning unsold goods exhibited at the event. Firms taking part in a joint venture display will be charged £6 per sq. m of space and shell stand occupied.

British pavilions

At some overseas trade fairs, usually those where participation is organised on a national basis, the BOTB organises British pavilions. Space and shell stands are provided to participating firms at attractive rates. Firms taking space in a British pavilion, provided the event is held outside Western Europe, are also eligible for assistance similar to that given under the Joint Venture Scheme towards the costs of representatives' travel and of returning unsold exhibits.

Technical symposia

In certain circumstances British firms taking part in technical symposia organised in association with a trade association may be given support.

Information stands

At the more important trade fairs, especially in Western Europe, the BOTB provides an official Information Stand staffed by Diplomatic Service Commercial Officers. Apart from dealing with commercial inquiries, these Information Stands serve as a focal point for British firms exhibiting at the event either directly or through local agents.

British Export Marketing Centre, Tokyo (see also page 24)

Up to 10 official export promotions and trade exhibitions will be held each year in the British Export Marketing Centre in Tokyo. These will be arranged in conjunction with a trade association. In addition the centre is available to British companies or their agents in Japan for mounting individual product exhibitions or promotions.

British shopping weeks

These are organised by local authorities or Chambers of Commerce overseas with the help of Diplomatic Service Commercial Officers. The BOTB provides display material, arranges supporting events and helps individual stores to arrange special features.

Store promotions

Promotions of British goods involving a substantial volume of new buying are frequently put on by overseas department stores. The BOTB assists the store by providing display material and by arranging for special supporting features to be set out either wholly or partly at the store's expense.

Outward missions

Trade Missions to overseas markets are sponsored by a trade association, Chamber of Commerce or similar non profit-making body. Their purpose is to assess the prospects for British exports in selected markets or to sell or to promote the sale of British products. For approved Outward Missions the BOTB contributes towards the costs of each participant according to a fixed scale.

Inward missions

The BOTB through the Special Export Services Branch offers financial assistance to trade associations and other non profit-making bodies sponsoring visits to Britain by groups of overseas businessmen wishing to purchase British products or assess the latest developments in British industry.

Section 1

Overseas Fairs, Symposia, British Export Marketing Centre Exhibitions (Tokyo), British Shopping Weeks, Store Promotions and Missions taking place with British Overseas Trade Board assistance.

General fairs—page 4 Specialised fairs and symposia—page 5
British Export Marketing Centre exhibitions (Tokyo)—page 24
British shopping weeks and store promotions—page 28
Missions—page 28

General fairs

1976

DAMASCUS:
International Trade Fair—25 July-20 August 1976
The Department of Trade will organise an Information Stand
(G. A. Casburn, Ext. 602)

FRANKFURT:
International Trade Fair (Autumn)—29 August-1 September 1976
Joint ventures with:
(i) British Artmetal Manufacturers Export Group.
(ii) British Ceramic Manufacturers Federation.
(iii) British Jewellery and Giftware Federation.
(iv) Design Council.
(v) UK Cutlery and Silverware Manufacturers.
(B. G. Doyle, Ext. 690)
(Cut off date: passed)

PLOVDIV:
International Trade Fair—3-10 September 1976
The Department of Trade will organise a British Pavilion at this event.
(A. E. G. Reid, Ext. 604)
(Cut off date: passed)

LEIPZIG:
International Autumn Fair—5-12 September 1976
Joint ventures with:
(i) Society of Motor Manufacturers and Traders.
(ii) British Printing Machinery Association.
(P. G. H. Robinson, Ext. 7314)
(Cut off date: passed)

HELSINKI:
International Trade Fair (Consumer Goods)—9-19 September 1976
Joint venture with London Chamber of Commerce and Industry.
(T. G. Webb, Ext. 7207)
(Cut off date: passed)

NAIROBI:
Nairobi Show—28 September-2 October 1976
Joint venture with:
(i) Birmingham Chamber of Industry and Commerce.
(ii) Agricultural Engineers' Association.
(N. J. D. Robinson, Ext. 7011)
(Cut off date: passed)

ALGIERS:
International Trade Fair—1-17 October 1976
The Department of Trade will organise a British Pavilion at this event.
(G. A. Casburn, Ext. 602)
(Cut off date: passed)

BAGHDAD
International Trade Fair—1-21 October 1976
The Department of Trade will organise a British Pavilion.
(G. A. Casburn, Ext. 602)
(Cut off date: passed)

BUCHAREST:
International Trade Fair—16-25 October 1976
The Department of Trade will organise a British Pavilion at this event.
(A. E. G. Reid, Ext. 604)
(Cut off date: passed)

TEHRAN:
4th International Trade Fair—19 October-1 November 1976
The Department of Trade will organise a British Pavilion at this event.
(G. A. Casburn, Ext. 602)
(Cut off date: passed)

1977

FRANKFURT:
International Trade Fair (Spring)—February 1977
Joint ventures with appropriate trade associations.
(B. G. Doyle, Ext. 690)
(Cut off date: not yet arranged)

CAIRO:
International Fair—7-26 March 1977
The Department of Trade will organise a British Pavilion.
(P. G. H. Robinson, Ext. 7314)
(Cut off date: 17.9.76)

LEIPZIG:
International Spring Fair 1977—13-20 March 1977
Joint ventures with:
(i) Scientific Instrument Manufacturers' Association.
(ii) Association of Hydraulic Equipment Manufacturers.
(iii) Birmingham Chamber of Commerce.
(iv) The Building Centre.
(P. G. H. Robinson, Ext. 7314)
(Cut off date: passed)

CARACAS:
British Industrial Exhibition—15-24 March 1977
All British Fair organised by Industrial Trade Fairs International Ltd.
Contact: A. J. M. Salmon, Tel. 021-705 6707
Telex: 337073.
(N. J. D. Robinson, Ext. 7011)

BUDAPEST:
International Spring Fair—(Spring) 1977
The Department of Trade may organise official participation at this event.
(A. E. Reid, Ext. 604)
(Cut off date: not yet arranged)

HANOVER:
Hanover Fair—April 1977
Official Information Office and joint ventures with appropriate trade associations.
(P. D. Reardon, Ext. 7080)
(Cut off date: not yet arranged)

TEL AVIV:
International Trade Fair (Capital Goods) (Technology '77)—1-8 June 1977
The Department of Trade may organise a British Pavilion at this event.
(Miss J. M. Neeson, Ext. 7092)
(Cut off date: 22.11.76)

LISBON:
International Fair (FIL)—June 1977
Joint venture with appropriate trade association.
(Miss H. Goldberg, Ext. 571)
(Cut off date: 15.12.76)

FRANKFURT:
International Trade Fair (Autumn)—August 1977
Joint venture with appropriate trade association.
(B. G. Doyle, Ext. 690)
(Cut off date: not yet arranged)

LEIPZIG:
International Autumn Fair—4-11 September 1977
Joint ventures with appropriate trade associations.
(P. G. H. Robinson Ext. 7314)
(Cut off date: not , arranged)

BUDAPEST:
International Autumn Fair—16-22 September 1977
The Department of Trade may organise official participation at this event.
(A. E. G. Reid, Ext. 604)
(Cut off date: not yet arranged)

TEHRAN:
5th International Trade Fair—September 1977
The Department of Trade may organise a British Pavilion.
(G. A. Casburn, Ext. 602)
(Cut off date: not yet arranged)

ALGIERS:
International Trade Fair—September-October 1977
The Department of Trade may organise a British Pavilion.
(G. A. Casburn, Ext. 602)
(Cut off date: not yet arranged)

PLOVDIV:
International Trade Fair—September 1977
The Department of Trade may organise a British Pavilion at this event.
(A. E. G. Reid, Ext. 604)
(Cut off date: not yet arranged)

BAGHDAD:
International Fair—1-21 October 1977
The Department of Trade may organise a British Pavilion.
(G. A. Casburn, Ext. 602)
(Cut off date: not yet arranged)

BUCHAREST:
International Technical Exhibition (Technoexpo)—October 1977
The Department of Trade may organise a British Pavilion at this event.
(A. E. G. Reid, Ext. 604)
(Cut off date: not yet arranged)

1978

FRANKFURT:
International Trade Fair (Spring)—February 1978
Joint ventures with appropriate trade associations.
(B. Doyle, Ext. 690)
(Cut off date: not yet arranged)

HANOVER:
Hanover Fair—April 1978
Joint ventures with appropriate trade associations and Official Information Office.
(P. D. Reardon, Ext. 7080)
(Cut off date: not yet arranged)

LISBON:
International Fair (FIL)—June 1978
Joint venture with appropriate trade association.
(Miss H. Goldberg, Ext. 571)
(Cut off date: 15.12.77)

TEL AVIV:
International Trade Fair (Consumer Goods)—June/July 1978
The Department of Trade may organise a British Pavilion at this event.
(Miss J. M. Neeson, Ext. 7092)
(Cut off date: 1.12.77)

Specialised fairs and symposia

Agriculture, forestry, fishing and agricultural machinery

1976

PORTO ALEGRE:
International Agricultural Show—22-30 August 1976
Trade Information Stand only.
(N. J. D. Robinson, Ext. 7011)

MALTA:
5th Poultry Conference and Exhibition—6-9 September 1976
Joint venture with British Agricultural Export Council.
(Miss J. M. Neeson, Ext. 7092)
(Cut off date: passed)

NAIROBI:
Nairobi Show—28 September-2 October 1976
Joint venture with:
(i) Birmingham Chamber of Industry and Commerce.
(ii) Agricultural Engineers' Association.
(N. J. D. Robinson, Ext. 7011)
(Cut off date: passed)

BOSTON:
Commercial Fishing Exposition—27-30 October 1976
Joint venture with Westminster Chamber of Commerce.
(Miss K. M. Thorogood, Ext. 7094)
(Cut off date: passed)

1977

HARRISBURG:
Pennsylvania Farm Show—10-14 January 1977
Joint venture with Agricultural Engineers' Association.
(Miss F. J. Cooleen, Ext. 7097)
(Cut off date: 3.9.76)

TORONTO:
Farm and Industrial Equipment Show (Canada Farm Show)—1-4 February 1977
Joint venture with the Agricultural Engineers' Association.
(Miss F. J. Cooleen, Ext. 7094)
(Cut off date: passed)

LOUISVILLE:
National Farm Machinery Show—16-19 February 1977
Joint venture with Agricultural Engineers' Association.
(Miss F. J. Cooleen, Ext. 7097)
(Cut off date: 10.9.76)

PARIS:
International Poultry Exhibition—6-13 March 1977
Joint venture with appropriate trade association.
(Miss D. M. Wilmot, Ext. 7211)
(Cut off date: not yet arranged)

PARIS:
48th International Agricultural Machinery Exhibition (SIMA)—6-13 March 1977
Joint venture with appropriate trade association.
(R. E. Newton, Ext. 7205)
(Cut off date: 30.9.76)

PARIS:
International Agricultural Exhibition—6-13 March 1977
Joint venture with appropriate trade association.
(Miss D. M. Wilmot, Ext. 7211)
(Cut off date: not yet arranged)

VERONA:
International Agricultural Fair—March 1977
Joint venture with appropriate trade association.
(Miss H. Goldberg, Ext. 571)
(Cut off date: 1.9.76)

FOGGIA:
Agricultural Fair—30 April-8 May 1977
Joint venture with appropriate trade association.
(Miss H. Goldberg, Ext. 571)
(Cut off date: 30.9.76)

ZARAGOZA:
International Agricultural Machinery Fair—April 1977
Joint venture with appropriate trade association.
(Miss J. M. Neeson, Ext. 7092)
(Cut off date: 1.10.76)

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ALBANY HOUSE,
324 REGENT STREET,
LONDON, W1R 5AA.
(Telex 24815. BMTTRAVL LDN)

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MALMO / MEXICO CITY / MOSCOW
NUREMBERG / OSAKA / PLOVDIV / POZNAN
PRAQUE / TEHRAN / UTRECHT / VARNA
VIENNA / WARSAW.

BMT

ENCIRCLE TI 8 ON PAGE 50 FOR FURTHER INFORMATION

REGGIO EMILIA:
Pig Fair—April/May 1977
Joint venture with appropriate trade association.
(Miss H. Goldberg, Ext. 571)
(Cut off date: 1.10.76)

HANOVER:
International Trade Fair for Machinery and Equipment for the Wood Industry (LIGNA)—15-22 June 1977
Joint venture with appropriate trade association.
(Miss H. J. Archer, Ext. 7201)
(Cut off date: not yet arranged)

HANOVER:
International Exhibition of Poultry and Pig Production—22-25 June 1977
Joint venture with appropriate trade association.
(Miss H. J. Archer, Ext. 7201)
(Cut off date: not yet arranged)

PLOVDIV:
Agricultural Machinery Exhibition—June 1977
Joint venture with appropriate trade association.
(A. E. Reid, Ext. 604)
(Cut off date: not yet arranged)

BUDAPEST:
International Agricultural Exhibition (Agromasexpo)—24-31 August 1977
Joint venture with appropriate trade association.
(A. E. G. Reid, Ext. 604)
(Cut off date: not yet arranged)

TEHRAN:
International Agriculture, Water and Food Fair—28 October-4 November 1977
Joint venture with appropriate trade association.
(G. A. Casburn, Ext. 602)
(Cut off date: not yet arranged)

1978

TORONTO:
Canada Farm Show—January 1978
Joint venture with appropriate trade association.
(Miss F. J. Cooleen, Ext. 7097)
(Cut off date: August 1977)

HARRISBURG:
Pennsylvania Farm Show—January 1978
Joint venture with appropriate trade association.
(Miss F. J. Cooleen, (Ext. 7097)
(Cut off date: July 1977)

LOUISVILLE:
National Farm Machinery Show—February 1978
Joint venture with appropriate trade association.
(Miss F. J. Cooleen, Ext. 7097)
(Cut off date: August 1977)

PARIS:
49th International Agricultural Machinery Exhibition (SIMA)—March 1978
Joint venture with appropriate trade association.
(R. E. Newton, Ext. 7205)
(Cut off date: not yet arranged)

VERONA:
International Agricultural Fair—March 1978
Joint venture with appropriate trade association.
(Miss H. Goldberg, Ext. 571)
(Cut off date: 1.9.77)

PARIS:
International Agricultural Exhibition—March 1978
Joint venture with appropriate trade association.
(Miss D. M. Wilmot, Ext 7211)
(Cut off date: Not yet arranged)

ZARAGOZA:
International Agricultural Machinery Fair—April 1978
Joint venture with appropriate trade association.
(Miss J. M. Neeson, Ext. 7092)
(Cut off date: 1.10.77)

FOGGIA:
Agricultural Fair—April/May 1978
Joint venture with appropriate trade association.
(Miss H. Goldberg, Ext. 571)
(Cut off date: 30.9.77)

REGGIA EMILIA:
Pig Fair—April/May 1978
Joint venture with appropriate trade association.
(Miss H. Goldberg, Ext. 571)
(Cut off date: 1.10.77)

FRANKFURT:
International Agricultural Exhibition (DLG)—June 1978
Joint venture with appropriate trade association.
(Miss H. J. Archer, Ext. 7201)
(Cut off date: not yet arranged)

Aircraft and aeronautical equipment

1977

ANAHEIM:
Hellicopter Association of America Annual Convention—6-9 February 1977
Joint venture with Society of British Aerospace Companies.
(Miss F. J. Cooleen, Ext. 7097)
(Cut off date: 23.7.76)

PARIS:
32nd International Aeronautics and Space Exhibition—2-12 June 1977
Joint venture with appropriate trade association.
(R. E. Newton, Ext. 7205)
(Cut off date: 1.11.76)

TEHRAN:
Transport and Communications Fair—10-17 June 1977
The Department of Trade may organise a British participation
(G. A. Casburn, Ext. 602)
(Cut off date: not yet arranged)

Books and periodicals

1976

FRANKFURT:
International Book Fair—16-21 September 1976
Joint venture with Book Development Council.
(Miss H. J. Archer, Ext. 7201)
(Cut off date: passed)

BELGRADE:
International Book Fair—25-30 October 1976
Joint venture with Book Development Council.
(A. E. G. Reid, Ext. 604)
(Cut off date: passed)

1977

CAIRO:
International Book Fair—26 January-6 February 1977
Joint venture with Book Development Council.
(P. G. H. Robinson, Ext. 7314)
(Cut off date: 15.11.76)

BRUSSELS:
International Book Fair—March 1977
Joint venture with appropriate trade association.
(Miss J. M. Neeson, Ext. 7092)
(Cut off date: 1.11.76)

BOLOGNA:
International Book Fair for Children and Youth—1-4 April 1977
Joint venture with Book Development Council.
(Miss H. Goldberg, Ext. 571)
(Cut off date: 15.10.76)

JERUSALEM:
International Book Fair—April/May 1977
Joint venture with Book Development Council.
(Miss J. M. Neeson, Ext. 7092)
(Cut off date: 1.11.76)

WARSAW:
International Book Fair—May 1977
Joint venture with Book Development Council.
(M. Dempsey, Ext. 7246)
(Cut off date: not yet arranged)

MONTREAL:
International Book Fair—May 1977
Joint venture with Book Development Council.
(M. J. Low, Ext. 7204)
(Cut off date: not yet arranged)

NEW YORK:
Special Libraries Association Congress—5-9 June 1977
Joint venture with appropriate trade association.
(Miss K. M. Thorogood, Ext. 7094)
(Cut off date: December 1976)

CHICAGO:
Annual Convention and Exhibition of the American Booksellers Association—June 1977
Joint venture with appropriate trade association.
(M. J. Low, Ext. 7204)
(Cut off date: not yet arranged)

FRANKFURT:
International Book Fair—13-18 October 1977
Joint venture with appropriate trade association.
(Miss H. J. Archer, Ext. 7201)
(Cut off date: not yet arranged)

BELGRADE:
International Book Fair—October 1977
Joint venture with Book Development Council.
(A. E. G. Reid, Ext. 604)
(Cut off date: not yet arranged)

1978

BRUSSELS:
International Book Fair—March 1978
Joint venture with appropriate trade association.
(Miss J. M. Neeson, Ext. 7092)
(Cut off date: 1.11.77)

BOLOGNA:
International Book Fair for Children and Youth—April 1978
Joint venture with appropriate trade association.
(Miss H. Goldberg, Ext. 571)
(Cut off date: 1.11.77)

USA:
Special Libraries Association Congress—June 1978
Joint venture with appropriate trade association.
(Miss K. M. Thorogood, Ext. 7094)
(Cut off date: December 1977)

Building, public works and construction equipment

1976

USSR:
Exhibition of Communal and Social Equipment (Interbytmash '76)—1-15 September 1976
The Department of Trade will organise a British Pavilion at this event.
(L. Devine, Ext. 7213)
(Cut off date: passed)

BORDEAUX:
Blinds and Shutters Exhibition (Storexpo)—1-5 December 1976
Joint venture with the Birmingham Engineering and Building Centre Ltd.
(Miss D. M. Wilmot, Ext. 7211)
(Cut off date: passed)

TORONTO:
Construction Show—7-9 December 1976
Joint venture with London Chamber of Commerce.
(M. D. Seymour, Ext. 265)
(Cut off date: passed)

1977

DALLAS:
National Association of Home Builders Exposition—23-27 January 1977
Joint venture with Building Materials Export Group.
(M. D. Seymour, Ext. 265)
(Cut off date: passed)

BRUSSELS:
International Building Materials and Accessories Exhibition (Batibouw)—11-20 February 1977
Joint venture with Building Materials Export Group.
(Miss J. M. Neeson, Ext. 7092)
(Cut off date: passed)

COPENHAGEN:
Building for Billions—18-27 February 1977
Joint venture with Building Materials Export Group.
(T. G. Webb, Ext. 7207)
(Cut off date: passed)

MUNICH:
International Construction Machinery Fair (BAUMA)—10-16 March 1977
Joint venture with:
(i) Federation of Manufacturers of Construction Equipment and Cranes
(ii) British Internal Combustion Engine Manufacturers Association.
(Miss H. J. Archer, Ext. 7201)
(Cut off date: passed)

UTRECHT:
International Building Exhibition—25 March-2 April 1977
Joint venture with appropriate trade association.
(B. G. Doyle, Ext. 690)
(Cut off date: not yet arranged)

TEHRAN:
International Construction Fair—29 April-6 May 1977
Joint venture with Building Materials Export Group.
(G. A. Casburn, Ext. 602)
(Cut off date: 30.9.76)

MADRID:
International Building and Construction Exhibition (FICOP)—May/June 1977
Joint venture with appropriate trade association.
(Miss J. M. Neeson, Ext. 7092)
(Cut off date: 29.10.76)

STUTTGART:
International Shutter and Blinds Fair (R77)—9-12 June 1977
Joint venture with appropriate trade association)
(Miss H. J. Archer, Ext. 7201)
(Cut off date: not yet arranged)

KIEV:
Exhibition of Building Materials and Equipment for their Manufacture 'Building Materials'—21 June-4 July 1977
Joint venture with appropriate trade association.
(L. Devine, Ext. 7213)
(Cut off date: not yet arranged)

TORONTO:
Prestressed Concrete Institute Convention and Exhibition—25-29 September 1977
Joint venture with appropriate trade association.
(Miss K. M. Thorogood, Ext. 7094)
(Cut off date: not yet arranged)

BOLOGNA:
International Building Exhibition—October 1977
Joint venture with appropriate trade association.
(Miss H. Goldberg, Ext. 571)
(Cut off date: 15.12.76)

PARIS:
International Building Exhibition (Batimat)—24 November-4 December 1977
Joint venture with appropriate trade association.
(Miss D. M. Wilmot, Ext. 7211)
(Cut off date: not yet arranged)

1978

DALLAS:
National Association of Home Builders Exposition—January 1978
Joint venture with appropriate trade association.
(M. D. Seymour, Ext. 265)
(Cut off date: not yet arranged)

BRUSSELS:
International Building Materials and Accessories Exhibition (Batibouw) and European Heating, Air Conditioning and Ventilation Exhibition (Euroclima)—February 1978
Joint venture with appropriate trade association.
(Miss J. M. Neeson, Ext. 7092)
(Cut off date: 30.6.77)

PARIS:
11th International Public Works and Building Equipment Exhibition (Expomat)—May 1978
Joint venture with appropriate trade association.
(R. E. Newton, Ext. 7205)
(Cut off date: not yet arranged)

Chemicals and allied industries, including plastics

1976

USSR—UFA
Equipment for plating corrosion resisistant coatings and non-metallic materials in Oil and Chemical Industry (Antikorrozhye Pokrytia)—16-26 September 1976
Possible joint venture with London Chamber of Commerce and Industry.
(L. Devine, Ext. 7213)
(Cut off date: passed)

NEW YORK:
International LNG/LPG Exhibition and Congress (Gastech)—5-8 October 1976
Joint venture with Council of British Manufacturers of Petroleum Equipment—(CBMPE).
(M. D. Seymour, Ext. 265)
(Cut off date: passed)

CHICAGO:
National Plastics Exposition—6-10 December 1976
Joint venture with British Plastics Federation.
(Miss F. J. Cooleen, Ext. 7079)
(Cut off date: passed)

1977

GOTHENBURG:
International Plastics Exhibition (Scanplast)—9-13 March 1977
Joint venture with British Plastics Federation.
(T. G. Webb, Ext. 7207)
(Cut off date: 6.8.76)

HOUSTON:
Aiche Petrochemical and Refining Exhibition—21-24 March 1977
Joint venture with appropriate trade association.
(M. D. Seymour, Ext. 265)
(Cut off date: not yet arranged)

BUDAPEST:
International Plastics Exhibition (Hungaroplast 77)—Spring 1977
Possible joint venture with appropriate trade association.
(A. E. G. Reid, Ext. 7246)
(Cut off date: not yet arranged)

MINSK:
Exhibition of Special Moulding Techniques and Research Apparatus for Powder Metallurgy 'Powder Metallurgy'—24 May-6 June 1977
Joint venture with appropriate trade association.
(L. Devine, Ext. 7213)
(Cut off date: not yet arranged)

MOSCOW:
The 4th International Exhibition 'Chemistry'—September/October 1977
The BOTB may organise a Pavilion.
(L. Devine, Ext. 7213)
(Cut off date: not yet arranged)

SARAJEVO:
International Fair of Rubber, Plastics and Caoutchoue—November 1977
Joint venture with appropriate trade association.
(A. E. G. Reid, Ext. 604)
(Cut off date: not yet arranged)

CHICAGO:
Exposition of Chemical Industries—5-8 December 1977
Joint venture with appropriate trade association.
(Miss F. J. Cooleen, Ext. 7097)
(Cut off date: January 1977)

PARIS:
International Chemistry Exhibition (Interchimie)—5-10 December 1977
Joint venture with appropriate trade association.
(Miss D. M. Wilmot, Ext. 7211)
(Cut off date: not yet arranged)

1978

BARCELONA:
International Chemical Exhibition (Expoquimia)—March 1978
Joint venture with appropriate trade association.
(Miss J. M. Neeson, Ext. 7092)
(Cut off date, 1.6.77)

MUNICH:
International Trade Exhibition and Congress for Bio Chemical Analysis (Analytica)—April 1978
Joint venture with appropriate trade association.
(B. G. Doyle, Ext. 690)
(Cut off date: not yet arranged)

TORONTO:
Plastics Show of Canada—5-9 June 1978
Joint venture with appropriate trade association.
(Miss F. J. Cooleen, Ext. 7097)
(Cut off date: August 1977)

PARIS:
International Plastics and Rubber Exhibition (Europlastique)—June 1978
Joint venture with appropriate trade association.
(R. E. Newton, Ext. 7205)
(Cut off date: not yet arranged)

Clothing

1976

COLOGNE:
International Men's Fashion Week—27-29 August 1976
Joint ventures with:
(i) Clothing Export Council
(ii) British Menswear Guild
(A. S. Rees, Ext. 7045)
(Cut off due: passed)

PARIS:
European Menswear Exhibition (Autumn Session)—11-14 September 1976
Joint venture with Clothing Export Council.
(Miss D. M. Wilmot, Ext. 7211)
(Cut off date: passed)

PARIS:
Children's Fashionwear Exhibition—11-14 September 1976
Joint venture with National Children's Wear Association.
(Miss D. M. Wilmot, Ext. 7211)
(Cut off date: passed)

DUSSELDORF:
International Fashion Trade Fair (Igedo)—12-15 September 1976
Joint ventures with Clothing Export Council.
(P. F. Aitken, Ext. 7203)
(Cut off date: passed)

COPENHAGEN:
International Fashion Fair—12-15 September 1976
Joint venture with Clothing Export Council.
(T. G. Webb, Ext. 7207)
(Cut off date: passed)

NEW YORK:
European Fashion Fair—19-22 September 1976
Joint venture with British Knitting Export Council.
(J. E. Henderson, Ext. 318)
(Cut off date: passed)

MUNICH:
International Fashion Week—3-7 October 1976
Joint venture with Clothing Export Council
(P. D. Reardon, Ext. 7080)
(Cut off date: passed)

COLOGNE:
International Fair for the Child—8-10 October 1976
Joint venture with City of Westminster Chamber of Commerce.
(A. S. Rees, Ext. 7045)
(Cut off date: passed)

NEW YORK:
National Association of Mens Sportswear Buyers (NAMSB)—17-20 October 1976
Joint venture with:
(i) Clothing Export Council
(ii) Leather Institute.
(J. E. Henderson, Ext. 318)
(Cut off date: passed)

PARIS:
International Exhibition of Womens Ready to wear (Pret-a-Porter)—23-27 October 1976
Joint venture with Clothing Export Council)
(Miss D. M. Wilmot, Ext. 7211)
(Cut off date: passed)

DUSSELDORF:
International Fashion Trade Fair (IGEDO) 24-28 October 1976
Joint venture with Clothing Export Council.
(P. F. Aitken, Ext. 7203)
(Cut off date: passed)

NEW YORK:
National Outerwear and Sportwear Association Supplies Exhibition (NOSA)—24-27 October 1976
Joint venture with Leather Institute.
(J. E. Henderson, Ext. 318)
(Cut off date: passed)

1977

PARIS:
European Menswear Exhibition (Spring Session) SEHM—5-8 February 1977
Joint venture with appropriate trade association.
(Miss D. M. Wilmot, Ext. 7211)
(Cut off date: not yet arranged)

PARIS:
Knitting Industries Exhibition—5-8 February 1977
Joint venture with British Knitting Export Council.
(Miss D. M. Wilmot, Ext. 7211)
(Cut off date: passed)

PARIS:
Children's Fashionwear Exhibition—5-8 February 1977
Joint venture with appropriate trade association.
(Miss D. M. Wilmot, Ext. 7211)
(Cut off date: not yet arranged)

COLOGNE:
International Men's Fashion Week—27 February-1 March 1977
Joint venture with appropriate trade association.
(A. S. Rees, Ext. 7045)
(Cut off date: not yet arranged)

NEW YORK:
European Fashion Fair—6-9 March 1977
Joint venture with appropriate trade association.
(J. E. Henderson, Ext. 318)
(Cut off date: not yet arranged)

DUSSELDORF:
International Fashion Fair (IGEDO)—April 1977
Joint venture with appropriate trade association.
(P. F. Aitken, Ext. 7203)
(Cut off date: not yet arranged)

BRNO:
International Consumer Goods Fair—April 1977
Joint venture with appropriate trade association.
(M. Dempsey, Ext. 7246)
(Cut off date: not yet arranged)

NEW YORK:
European Fashion Fair—25-28 September 1977
Joint venture with appropriate trade association.
(J. E. Henderson, Ext. 318)
(Cut off date: not yet arranged)

PARIS:
European Menswear Exhibition (Autumn Session) SEHM—September 1977
Joint venture with appropriate trade association.
(Miss D. M. Wilmot, Ext. 7211)
(Cut off date: not yet arranged)

PARIS:
Children's Fashionwear Exhibition—September 1977
Joint venture with appropriate trade association.
(Miss D. M. Wilmot, Ext. 7211)
(Cut off date: not yet arranged)

DUSSELDORF:
International Fashion Trade Fair (IGEDO)—September 1977
Joint venture with appropriate trade association.
(P. F. Aitken, Ext. 7203)
(Cut off date: not yet arranged)

DUSSELDORF:
International Fashion Trade Fair (IGEDO)—October 1977
Joint venture with appropriate trade association.
(P. F. Aitken, Ext. 7203)
(Cut off date: not yet arranged)

NEW YORK:
National Outerwear and Sportswear Association Supplies Exhibition (NOSA)—October 1977
Joint venture with appropriate trade association.
(J. E. Henderson, Ext. 318)
(Cut off date: not yet arranged)

COLOGNE:
International Fair for the Child—October 1977
Joint venture with appropriate trade association.
(A. S. Rees, Ext. 7045)
(Cut off date: not yet arranged)

1978

PARIS:
Knitting Industries Exhibition—February 1978
Joint venture with appropriate trade association.
(Miss D. M. Wilmot, Ext. 7211)
(Cut off date: not yet arranged)

PARIS:
European Menswear Exhibition (SEHM)—February 1978
Joint venture with appropriate trade association.
(Miss D. M. Wilmot, Ext. 7211)
(Cut off date: not yet arranged)

PARIS:
Children's Fashionwear Exhibition—February 1978
Joint venture with appropriate trade association.
(Miss D. M. Wilmot, Ext. 7211)
(Cut off date: not yet arranged)

COLOGNE:
International Men's Fashion Week—February 1978
Joint venture with appropriate trade association.
(A. S. Rees, Ext. 7045)
(Cut off date: not yet arranged)

NEW YORK:
European Fashion Fair—5-8 March 1978
Joint venture with appropriate trade association.
(J. E. Henderson, Ext. 318)
(Cut off date: not yet arranged)

DUSSELDORF:
International Fashion Fair (IGEDO)—April 1978
Joint venture with appropriate trade association.
(P. F. Aitken, Ext. 7203)
(Cut off date: not yet arranged)

Display and shop equipment

1978

DUSSELDORF:
5th European Fair Modern Shopfitting and Display with Congress (Euroshop)—7-11 April 1978
Joint venture with appropriate trade association.
(P. F. Aitken, Ext. 7203)
(Cut off date: not yet arranged)

Engineering, electrical and electronic, including radio and television

1976

TOKYO:
British Export Marketing Centre Audio Equipment Exhibition—31 August-4 September 1976
Sponsored by Federation of British Audio.
Contact: A. J. R. Terenzani, Tel. 01-734 7471
(S. Morris, Ext. 360)
(Cut off date: passed)

JOHANNESBURG:
International Electra and Mining Exhibition—13-17 September 1976
Joint venture with:
(i) British Electrical and Allied Manufacturers' Association.
(ii) London Chamber of Commerce.
(S. J. Seaman, Ext. 325)
(Cut off date: passed)

ROME:
International Conference and Exhibition for the Microwave Community (Microwave '76)—14-17 September 1976
Joint venture with Electronic Engineering Association.
(Miss H. Goldberg, Ext. 571)
(Cut off date: passed)

LOS ANGELES:
Western Electronic Show and Convention (Wescon)—14-17 September 1976
Joint venture with Electronic Engineering Association.
(Miss F. J. Cooleen, Ext. 7097)
(Cut off date: passed)

DUSSELDORF:
Third International Hi-Fi Exhibition with Festival—24-29 September 1976
Joint venture with the Federation of British Audio.
(P. F. Aitken, Ext. 7203)
(Cut off date: passed)

LENINGRAD:
Exhibition of Automatic Systems for Ships and Ports (Sudoavtomatika '76)—7-17 October 1976
Joint venture with the British Electrical and Allied Manufacturers' Association.
(L. Devine, Ext. 7213)
(Cut off date: passed)

HOUSTON:
Instrument Automation Conference and Exhibition (ISA)—11-14 October 1976
Joint venture with SIRA Institute.
(Miss F. J. Cooleen, Ext. 7097)
(Cut off date: passed)

TOKYO:
British Marketing Centre: Pipeline and Metal Finishing Exhibition—19-23 October 1976
Sponsored by Engineering Industries Association.
Contact: Col. R. E. Scott, Tel. 01-863 9188)
(R. King, Ext. 7317)
(Cut off date: passed)

BUDAPEST:
International Electronics Exhibition (MIPEL '76) —19-23 October 1976
Joint venture with Electronic Engineering Association.
(A. E. G. Reid, Ext. 604)
(Cut off date: passed)

TOKYO:
Electronics Show—22-27 October 1976
Joint venture with Electronic Engineering Association.
(R. King, Ext. 7317)
(Cut off date: passed)

MILAN:
Instrumentation and Automation Exhibition (BIAS)—23-27 November 1976
Joint venture with the British Electrical and Allied Manufacturers' Association.
(Miss H. Goldberg, Ext. 571)
(Cut off date: passed)

SINGAPORE:
International Exhibition of Electrical and Electronic Equipment—24-28 November 1976
Joint venture with British Electrical and Allied Manufacturers' Association.
(P. A. Greig, Ext. 7099)
(Cut off date: passed)

MUNICH:
International Trade Fair for Production in the Electronic Industry (Electronica)— 25 November-1 December 1976
Joint venture with Electronic Components Board.
(B. G. Doyle, Ext. 690)
(Cut off date: passed)

1977

PARIS:
12th International Lighting Exhibition— 12-17 January 1977
Joint venture with Decorative Lighting Association.
(R. E. Newton, Ext. 7205)
(Cut off date: passed)

MOSCOW:
Exhibition of Metalworking Machinery with Programmed Control, Robots, Manipulators and Automatic Operators (ROBOT)— 22 February-4 March 1977
Joint venture with appropriate trade association.
(L. Devine, Ext. 7213)
(Cut off date: not yet arranged)

ANAHEIM:
National Electronic Packaging and Production Conference and Exhibition—1-3 March 1977
Joint venture with Westminster Chamber of Commerce.
(F. J. Cooleen, Ext. 7097)
(Cut off date: 30.9.76)

WASHINGTON:
National Association of Broadcasters' Convention and Exhibition—27-30 March 1977
Joint venture with appropriate trade association.
(Miss F. J. Cooleen, Ext. 7097)
(Cut off date: not yet arranged)

MOSCOW:
Exhibition of Equipment and Technological Process for the Production of Communications Systems (Communications Systems)— 5-15 April 1977
Joint venture with appropriate trade association.
(L. Devine, Ext. 7213)
(Cut off date: not yet arranged)

NEW YORK:
Institute of Electrical and Electronic Engineers (Electro)—19-21 April 1977
Joint venture with appropriate trade associations.
(Miss F. J. Cooleen, Ext. 7097)
(Cut off date: 29.10.76)

CHICAGO:
Summer Consumer Electronics Show— 21-24 April 1977
Joint venture with appropriate trade association.
(J. W. Coupar, Ext. 7242)
(Cut off date: not yet arranged)

CANNES:
International Television Programme Market (MIP-TV)—April 1977
Joint venture with appropriate trade association.
(R. E. Newton, Ext. 7205)
(Cut off date: 31.1.77)

PARIS:
Exhibition of Electronic Components— April 1977
Joint venture with appropriate trade association.
(Miss D. M. Wilmot, Ext. 7211)
(Cut off date: not yet arranged)

SAN MATEO:
Semi-Conductor Equipment and Material Institute Convention (Semicon)—May 1977
Joint venture with appropriate trade association.
(Miss F. J. Cooleen, Ext. 7097)
(Cut off date: 1.10.76)

MONTREUX:
International Television Equipment Exhibition— 3-9 May 1977
Joint venture with Electronics Engineering Association.
(Miss J. M. Neeson, Ext. 7092)
(Cut off date: 1.9.76)

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MOSCOW:
2nd International Exhibition of Electrotechnical Equipment and Power Transmission Lines (Elektro '77)—9-23 June 1977
Joint venture with appropriate trade association.
(L. Devine, Ext. 7213)
(Cut off date: not yet arranged)

DALLAS:
National Computer Conference—13-16 June 1977
Joint venture with appropriate trade association.
(M. D. Seymour, Ext. 265)
(Cut off date: 12.12.76)

NEW YORK:
National Electronic Packaging and Production Conference and Exhibition (Nepcon East)—June 1977
Joint venture with appropriate trade association.
(Miss F. J. Cooleen, Ext. 7097)
(Cut off date: 1.12.76)

SAN FRANCISCO:
Western Electronic Show and Convention (WESCON)—20-23 September 1977
Joint venture with appropriate trade association.
(Miss F. J. Cooleen, Ext. 7097)
(Cut off date: 1.4.77)

TORONTO:
International Electronics Exposition—26-28 September 1977
Joint venture with appropriate trade association.
(Miss F. J. Cooleen, Ext. 7097)
(Cut off date: January 1977)

BASLE:
International Exhibition of Industrial Electronics and Electrical Engineering (Ineltec)—September 1977
Joint venture with appropriate trade association.
(Miss J. N. Neeson, Ext. 7092)
(Cut off date: 30.9.76)

GOTHENBURG:
Electrical Engineering Fair (Elfack '77)—11-15 October 1977
Joint venture with appropriate trade association.
(T. G. Webb, Ext. 7207)
(Cut off date: not yet arranged)

VIENNA:
International Industrial Electronic Exhibition—October 1977
Joint venture with appropriate trade association.
(Miss H. Goldberg, Ext. 571)
(Cut off date: 1.12.76)

NIAGARA FALLS:
Instrument Automation Conference and Exhibition (ISA)—October 1977
Joint venture with appropriate trade association.
(Miss F. J. Cooleen, Ext. 7097)
(Cut off date: 1.4.77)

MUNICH:
Exhibition and Congress for Electronics Production (Productronica)—8-12 November 1977
Joint venture with appropriate trade association.
(B. G. Doyle, Ext. 690)
(Cut off date: not yet arranged)

1978

USA:
National Computer Conference—1978
Joint venture with appropriate trade association.
(M. D. Seymour, Ext. 265)
(Cut off date: not yet arranged)

PARIS:
13th International Lighting Exhibition—January 1978
Joint venture with appropriate trade association.
(R. E. Newton, Ext. 7205)
(Cut off date: 1.6.77)

ANAHEIM:
National Electronic Packaging and Production Conference and Exhibition—February 1978
Joint venture with appropriate trade association.
(Miss F. J. Cooleen, Ext. 7097)
(Cut off date: July 1977)

USA:
National Association of Broadcasters' Convention and Exhibition—March 1978
Joint venture with appropriate trade association.
(Miss F. J. Cooleen, Ext. 7097)
(Cut off date: not yet arranged)

STOCKHOLM:
International Instruments and Measurements Techniques Trade Fair (IM)—24-28 April 1978
Joint venture with appropriate trade association.
(T. G. Webb, Ext. 7207)
(Cut off date: not yet arranged)

CANNES:
International Television Programme Market (MIP-TV)—April 1978
Joint venture with appropriate trade association.
(R. E. Newton, Ext. 7205)
(Cut off date: not yet arranged)

PARIS:
Exhibition of Electronic Components—April 1978
Joint venture with appropriate trade association.
(Miss D. M. Wilmot, Ext. 7211)
(Cut off date: not yet arranged)

HOUSTON:
Summer Consumer Electronics Show—April 1978
Joint venture with appropriate trade association.
(J. W. Coupar, Ext. 7242)
(Cut off date: not yet arranged)

USA:
Institute of Electrical and Electronic Engineering (Electro)—May 1978
Joint venture with appropriate trade association.
(Miss F. J. Cooleen, Ext. 7097)
(Cut off date: not yet arranged)

NEW YORK:
National Electronic Packaging and Production Conference and Exhibition (Nepcon East)—June 1978
Joint venture with appropriate trade association.
(Miss F. J. Cooleen, Ext. 7097)
(Cut off date: December 1977)

Engineering, other

1976

CHICAGO:
International Machine Tool Show (NMTBA)—8-17 September 1976
Joint venture with Machine Tool Trades Association.
(M. D. Seymour, Ext. 265)
(Cut off date: passed)

JOANNESBURG:
International Electra and Mining Exhibition—13-17 September 1976
Joint venture with:
(i) British Electrical and Allied Manufacturers' Association.
(ii) London Chamber of Commerce.
(S. J. Seaman, Ext. 325)
(Cut off date: passed)

SYDNEY:
International Engineering Exhibition—13-18 September 1976
Department of Trade will organise a British Pavilion.
(Mrs. W. M. MacIver, Ext. 7093)
(Cut off date: passed)

BRNO:
International Engineering Fair—15-23 September 1976
Joint venture with:
(i) Birmingham Chamber of Industry.
(ii) Scientific Instrument Manufacturers' Association.
(iii) Machine Tool Trade Association.
(iv) Federation of Manufacturers of Construction Equipment and Cranes.
(M. J. Dempsey, Ext. 7246)
(Cut off date: passed)

NEW YORK:
International LNG/LPG Exhibition and Congress (Gastech)—5-8 October 1976
Joint venture with Council of British Manufacturers of Petroleum Equipment (CBMPE).
(M. D. Seymour, Ext. 265)
(Cut off date: passed)

FRANKFURT:
4th International Dairy Engineering Exhibition—12-16 October 1976
Joint venture with Process Plant Association.
(Miss H. J. Archer, Ext. 7201)
(Cut off date: passed)

JOHANNESBURG:
International Materials Handling and Physical Distribution—18-22 October 1976
Joint venture with Birmingham Engineering and Building Centre.
(S. J. Seaman, Ext. 325)
(Cut off date: passed)

TOKYO:
British Marketing Centre: Pipeline and Metal Finishing Exhibition—19-23 October 1976
Sponsored by Engineering Industries Association.
Contact: Col. R. E. Scott, Tel. 01-863 9188
(R. King, Ext. 7317)
(Cut off date: passed)

STOCKHOLM:
International Technical Fair—21-27 October 1976
Joint venture with Engineering Industries Association.
(T. G. Webb, Ext. 7207)
(Cut off date: passed)

CLEVELAND:
Hydraulics and Pneumatics Show—26-28 October 1976
Joint venture with Association of Hydraulic Equipment Manufacturers.
(Miss K. M. Thorogood, Ext. 7094)
(Cut off date: passed)

ZURICH:
International Hydraulics and Pneumatics Exhibition—1-6 November 1976
Joint venture with:
(i) Association of Hydraulic Equipment Manufacturers.
(ii) British Compressed Air Society.
(Miss J. M. Neeson, Ext. 7092)
(Cut off date: passed)

UTRECHT:
International Mechanical Handling Exhibition (INVIA)—3-11 November 1976
Joint venture with London Chamber of Commerce and Industry.
(B. G. Doyle, Ext. 690)
(Cut off date: passed)

ZURICH:
International Sheet Metal Exhibition and Conference—16-20 November 1976
Joint venture with Birmingham Chamber of Industry and Commerce.
(Miss J. M. Neeson, Ext. 7092)
(Cut off date: passed)

TEHRAN:
International Fair of Machine Tools and Industrial Equipment (Iran-Tool)—24-30 November 1976
Joint ventures with:
(i) Machine Tool Trades Association.
(ii) Federation of British Hand Tool Manufacturers.
(G. A. Casburn, Ext. 602)
(Cut off date: passed)

DUSSELDORF:
2nd International Trade Exhibition for Industrial Furnaces and Thermic Production Processes (Thermprocess '76)—30 November-4 December 1976
Joint venture with the Birmingham Chamber of Industry and Commerce.
(P. F. Aitken, Ext. 7203)
(Cut off date: passed)

GOTHENBURG:
Hydraulics, Pneumatics and Automation Trade Fair (Scanautomatik)—1-5 December 1976
Joint venture with Association of Hydraulic Equipment Manufacturers.
(T. G. Webb, Ext. 7207)
(Cut off date: passed)

1977

LOS ANGELES:
Western Metal and Tool Exposition (Westec)—14-17 March 1977
Joint venture with Machine Tool Trades Association.
(M. D. Seymour, Ext. 265)
(Cut off date: 30.9.76)

PHILADELPHIA:
Gas Turbine Conference and Products Show—27-31 March 1977
Joint venture with British Electrical and Allied Manufacturers' Association.
(Miss F. J. Cooleen, Ext. 7097)
Cut off date: 31.8.76)

CHICAGO:
Design Engineering Show and Conference—9-12 May 1977
Joint venture with London Chamber of Commerce.
(M. D. Seymour, Ext. 265)
(Cut off date: 24.9.76)

CHICAGO:
Plant Engineering and Maintenance Show—9-12 May 1977
Joint venture with London Chamber of Commerce.
(M. D. Seymour, Ext. 265)
(Cut off date: 24.9.76)

DETROIT:
SME International Tool and Manufacturing Exposition and Engineering Conference—9-12 May 1977
Joint venture with Machine Tool Trades Association.
(M. D. Seymour, Ext. 265)
(Cut off date: 30.9.76)

TORONTO:
National Industrial Production and Machine Tool Show—16-20 May 1977
Joint ventures with:
(i) Gauge and Toolmakers' Association.
(ii) Birmingham Chamber of Commerce.
(M. D. Seymour, Ext. 265)
(Cut off date: passed)

TOKYO:
British Export Marketing Centre: Internal Combustion Engines Exhibition—24-28 May 1977
Sponsored by the British Internal Combustion Engine Manufacturers' Association (BICEMA).
Contact: K. H. Higgins, Tel. 01-734 8368
(S. F. Morris, Ext. 360)
(Cut off date: passed)

PHILADELPHIA:
American Welding Society Annual Meeting and Welding Exposition—26-28 May 1977
Joint venture with appropriate trade association.
(M. D. Seymour, Ext. 265)
(Cut off date: 31.01.76)

PARIS:
International Design Engineering Exhibition and Congress (INOVA)—13-17 June 1977
Joint venture with appropriate trade association.
(Miss D. M. Wilmot, Ext. 7211)
(Cut off date: not yet arranged)

HANOVER:
International Trade Fair for Machinery and Equipment for the Wood Industry (LIGNA)—15-22 June 1977
Joint venture with appropriate trade association.
(Miss H. J. Archer, Ext. 7201)
(Cut off date: not yet arranged)

PARIS:
6th International Hydraulics and Compressed Air Exhibition (Mecanelem)—20-25 June 1977
Joint venture with the Association of Hydraulic Equipment Manufacturers Ltd.
(R. E. Newton, Ext. 7205)
(Cut off date: 12.10.76)

MOSCOW:
Exhibition of Foundry Materials and Control Procedures—22 July-1 August 1977
Joint venture with appropriate trade association.
(L. Devine, Ext. 7213)
(Cut off date: not yet arranged)

MUNICH:
International Exhibition of Brewery and Beverage Machinery (Interbrau)—9-16 September 1977
Joint venture with:
(i) Process Plant Association.
(ii) Allied Brewery Traders' Association.
(Miss H. J. Archer, Ext. 7201)
(Cut off date: 6.9.76)

HANOVER:
International Machine Tool Exhibition (EMO)—20-29 September 1977
Joint venture with appropriate trade association.
(Miss H. J. Archer, Ext. 7201)
(Cut off date: not yet arranged)

ESSEN:
Welding and Cutting Exhibition—21-28 September 1977
Joint venture with British Electrical and Allied Manufacturers' Association.
(P. D. Reardon, Ext. 7080)
(Cut off date: passed)

BRNO:
International Engineering Fair—September 1977
Joint venture with appropriate trade association.
(M. Dempsey, Ext. 7246)
(Cut off date: not yet arranged)

HELSINKI:
International Technical Fair—September 1977
Joint venture with appropriate trade association.
(T. G. Webb, Ext. 7207)
(Cut off date: not yet arranged)

JOHANNESBURG:
Machine Tools and Production Engineers' Exhibition—17-21 October 1977
Joint venture with:
(i) Engineering Industries Association.
(ii) Machine Tool Trades Association.
(S. J. Seaman, Ext. 325)
(Cut off date: 27.2.77)

STOCKHOLM:
International Technical Fair—October 1977
Joint venture with appropriate trade association.
(T. G. Webb, Ext. 7207)
(Cut off date: not yet arranged)

USA:
Hydraulics and Pneumatics Show—October/November 1977
Joint venture with appropriate trade association.
(Miss K. M. Thorogood, Ext. 7094)
(Cut off date: May 1977)

ZURICH:
International Trade Fair for High Precision Techniques, Dimensional Measurement and Control (Microtechnic)—October-November 1977
Joint venture with appropriate trade association.
(Miss J. M. Neeson, Ext. 7092)
(Cut off date: 1.2.77)

Technical, Chemical, Electronics, Engineering, Medical, Legal and Commercial Translations

- FRENCH
- GERMAN
- SPANISH
- ITALIAN
- PORTUGUESE
- JAPANESE
- GREEK
- ARABIC
- RUSSIAN
- DUTCH
- SWEDISH
- FINNISH

etc., etc.

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TECHNICAL SPECIFICATIONS
INSTRUCTION MANUALS
LEGAL DOCUMENTS
CORRESPONDENCE · PATENTS, ETC.

ENCIRCLE TI 2 ON PAGE 50 FOR FURTHER INFORMATION

LIMA:
10th Pacific International Trade Fair—16-27 November 1977
Joint venture with the Birmingham Engineering and Building Centre.
(N. J. D. Robinson, Ext. 7011)
(Cut off date: 13.5.77)

1978

USA:
Design Engineering Show and Conference—1978
Joint venture with appropriate trade association.
(M. D. Seymour, Ext. 265)
(Cut off date: not yet arranged)

USA:
Plant Engineering and Maintenance Show—1978
Joint venture with appropriate trade association.
(M. D. Seymour, Ext. 265)
(Cut off date: not yet arranged)

LOS ANGELES:
Western Metal and Tool Exposition (Westec)—March 1978
Joint venture with appropriate trade association.
(M. D. Seymour, Ext. 265)
(Cut off date: not yet arranged)

ZURICH:
6th International Power Transmission Exhibition—March-April 1978
Joint venture with appropriate trade association.
(Miss J. M. Neeson, Ext. 7092)
(Cut off date: 8.6.77)

CLEVELAND:
SME International Tool and Manufacturing Exposition and Engineering Conference—April 1978
Joint venture with appropriate trade association.
(M. D. Seymour, Ext. 265)
(Cut off date: not yet arranged)

BRUSSELS:
International Industrial Equipment Exhibition—May 1978
Joint venture with appropriate trade association.
(Miss J. M. Neeson, Ext. 7092)
(Cut off date: 1.9.77)

AMSTERDAM:
International Exhibition for Traffic Engineering (Intertraffic)—May 1978
Joint venture with appropriate trade association.
(Miss H. J. Archer, Ext. 7201)
(Cut off date: not yet arranged)

BASLE:
International Wire Exhibition—June 1978
Joint venture with appropriate trade association.
(Miss J. M. Neeson, Ext. 7092)
(Cut off date: 30.6.77)

MILAN:
International Exhibition of Hydraulic, Pneumatic and Lubricating Apparatus (FLUID)—June 1978
Joint venture with appropriate trade association.
(Miss H. Goldberg, Ext. 571)
(Cut off date: 31.10.77)

Foodstuffs, food machinery, hotel and catering equipment

1976

GOTHENBURG:
Hotel and Restaurant Exhibition (Interfood-Interrest '76)—5-8 October 1976
Joint venture with London Chamber of Commerce.
(T. G. Webb, Ext. 7207)
(Cut off date: passed)

FRANKFURT:
4th International Dairy Engineering Exhibition—12-16 October 1976
Joint venture with Process Plant Association.
(Miss H. J. Archer, Ext. 7201)
(Cut off date: passed)

PARIS:
International Hotel and Catering Equipment Exhibition (Equip'hotel)—17-25 October 1976
Joint venture with London Chamber of Commerce.
(Miss D. M. Wilmot, Ext. 7211)
(Cut off date: passed)

DUSSELDORF:
International Hotel and Restaurant Trade Fair (GAST '76)—13-18 November 1976
Joint venture with the London Chamber of Commerce and Industry.
(P. F. Aitken, Ext. 7203)
(Cut off date: passed)

PARIS:
International Food Exhibition (SIAL)—15-20 November 1976
Joint venture with the British Food Export Council.
(Miss D. M. Wilmot, Ext. 7211)
(Cut off date: passed)

1977

AMSTERDAM:
International Hotel/Cafe and Restaurant Exhibition (Horecava)—10-13 January 1977
Joint venture with London Chamber of Commerce and Industry.
(P. D. Reardon, Ext. 7080)
(Cut off date: passed)

COLOGNE:
International Sweets and Biscuits Fair (ISM)—31 January-4 February 1977
Joint venture with appropriate trade association.
(A. S. Rees, Ext. 7045)
(Cut off date: not yet arranged)

NEW ORLEANS:
National Exposition for Food Processors—13-16 February 1977
Joint venture with appropriate trade association.
(M. D. Seymour, Ext. 265)
(Cut off date: not yet arranged)

BRNO:
International Food Salon (Salima '77)—February 1977
Joint venture with London Chamber of Commerce.
(M. Dempsey, Ext. 7246)
(Cut off date: not yet arranged)

COPENHAGEN:
4th International Food Fair and Congress—29 March-3 April 1977
Joint venture with appropriate trade association.
(T. G. Webb, Ext. 7207)
(Cut off date: not yet arranged)

BUDAPEST:
Industry and Food—13-19 April 1977
Joint venture with appropriate trade association.
(A. E. G. Reid, Ext. 604)
(Cut off date: not yet arranged)

DALLAS:
Annual Convention of the American Supermarket Institute—1-4 May 1977
Joint venture with British Food Export Council.
(M. J. Low, Ext. 7204)
(Cut off date: not yet arranged)

MUNICH:
International Bakery Trade Fair (IBA)—7-15 May 1977
Joint venture with the Process Plant Association.
(Miss H. J. Archer, Ext. 7201)
(Cut off date: passed)

CHICAGO:
National Restaurant/Hotel/Motel Convention and Exhibition—21-25 May 1977
Joint venture with appropriate trade association.
(Miss K. M. Thorogood, Ext. 7094)
(Cut off date: November 1976)

JOHANNESBURG:
Hotel and Catering Exhibition—13-17 June 1977
Joint venture with London Chamber of Commerce.
(S. J. Seaman, Ext. 325)
(Cut off date: 13.12.76)

FRANKFURT:
International Meat Trade Fair (IFFA)—5-12 June 1977
Joint venture with London Chamber of Commerce and Industry.
(Miss H. J. Archer, Ext. 7201)
(Cut off date: passed)

BOLOGNA:
International Foodstuffs Exhibition (SIA)—June 1977
Joint venture with appropriate trade association.
(Miss H. Goldberg, Ext. 571)
(Cut off date: 14.12.76)

CHICAGO:
National Fancy Food and Confection Show—August 1977
Joint venture with British Food Export Council.
(M. J. Low, Ext. 7204)
(Cut off date: not yet arranged)

MUNICH:
International Exhibition of Brewery and Beverage Machinery (Interbrau)—9-16 September 1977
Joint venture with:
(i) Process Plant Association.
(ii) Allied Brewery Traders' Association.
(Miss H. J. Archer, Ext. 7201)
(Cut off date: 6.9.76)

COLOGNE:
International Fine Foods and Provisions Exhibition (ANUGA)—10-15 September 1977
Joint venture with British Food Export Council.
(A. S. Rees, Ext. 7045)
(Cut off date: 3.1.77)

ATLANTIC CITY:
American Baking Industry Exposition—Bakery Expo '77—8-13 October 1977
Joint venture with appropriate trade association.
(Miss K. M. Thorogood, Ext. 7094)
(Cut off date: April 1977)

DUBLIN:
International Food and Drink Equipment Exhibition (IFDEX)—16-20 October 1977
Joint venture with British Food Export Council.
(Miss J. M. Neeson, Ext. 7092)
(Cut off date: 1.3.77)

TEHRAN:
International Agriculture, Water and Food Fair—28 October-4 November 1977
Joint venture with appropriate trade association.
(G. A. Casburn, Ext. 602)
(Cut off date: not yet arranged)

PARIS:
International Hotel and Catering Equipment (Equiphotel)—October 1977
Joint venture with appropriate trade association.
(Miss D. M. Wilmot, Ext. 7211)
(Cut off date: not yet arranged)

MALMO:
8th International Hotel and Restaurant Show (Resta VIII)—October 1977
Joint venture with appropriate trade association.
(T. G. Webb, Ext. 7207)
(Cut off date: not yet arranged)

BASLE:
International Hotel and Catering Exhibition (IGEHO)—November 1977
Joint venture with appropriate trade association.
(Miss J. M. Neeson, Ext. 7092)
(Cut off date: 16.12.76)

BARCELONA:
Hotel Management Maintenance Equipment and Gastronomy Exhibition (Hogarotel)—November/December 1977
Joint venture with appropriate trade association.
(Miss J. M. Neeson, Ext. 7092)
(Cut off date: 17.5.77)

Brazil and Venezuela 4-26 Nov 1976 from £645 (with BOTB grant)
Singapore and The Philippines 4-25 March 1977 from £400 (with BOTB grant)
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ENCIRCLE TI 3 ON PAGE 50 FOR FURTHER INFORMATION

1978

AMSTERDAM:
International Hotel, Cafe and Restaurant Exhibition (Horecava)—January 1978
Joint venture with appropriate trade association.
(P. D. Reardon, Ext. 7080)
(Cut off date: not yet arranged)

COLOGNE:
International Sweets and Biscuits Fair (ISM)—February 1978
Joint venture with appropriate trade association.
(A. S. Rees, Ext. 7045)
(Cut off date: not yet arranged)

BOLOGNA:
International Foodstuffs Exhibition (SIA)—May/June 1978
Joint venture with appropriate trade association.
(Miss H. Goldberg, Ext. 571)
(Cut off date: 14.12.77)

Footwear

1976

MONTREAL:
Canadian International Footwear Exposition—29-31 August 1976
Joint venture with British Footwear Manufacturers Federation.
(J. E. Henderson, Ext. 318)
(Cut off date: passed)

MILAN:
International Footwear and Leather Show (MICAM)—9-13 September 1976
Joint venture with British Footwear Manufacturers Federation.
(Miss H. Goldberg, Ext. 571)
(Cut off date: passed)

PARIS:
International Leather Week—11-14 September 1976
Joint ventures with:
(i) British Leather Federation
(ii) British Footwear Manufacturers Federation
(iii) Skin, Hide and Leather Traders Association.
(R. E. Newton, Ext. 7205)
(Cut off date: passed)

ST. LOUIS:
Footwear Manufacturing Conference Show—16-19 September 1976
Joint venture with Shoe and Allied Traders Research Association.
(Miss K. M. Thorogood, Ext. 7094)
(Cut off date: passed)

DUSSELDORF:
European Footwear Samples Display (GDS)—25-27 September 1976
Joint venture with the British Footwear Manufacturers Federation.
(A. S. Rees, Ext. 7045)
(Cut off date: passed)

1977

BOLOGNA:
International Shoe and Leather Fair—4-8 March 1977
Joint venture with appropriate trade association.
(Miss H. Goldberg, Ext. 571)
(Cut off date: 31.8.76)

DUSSELDORF:
European Footwear Samples Display (GDS)—March 1977
Joint venture with appropriate trade association.
(A. S. Rees, Ext. 7045)
(Cut off date: not yet arranged)

MONTREAL:
International Footwear Exhibition—August 1977
Joint venture with the British Footwear Manufacturers Federation.
(J. E. Henderson, Ext. 318)
(Cut off date: not yet arranged)

PARIS:
International Leather Week—
8-12 September 1977
Joint venture with appropriate trade association.
(R. E. Newton, Ext. 7205)
(Cut off date: 31.3.77)

DUSSELDORF:
European Footwear Samples Display (GDS)—September 1977
Joint venture with appropriate trade association.
(A. S. Rees, Ext. 7045)
(Cut off date: not yet arranged)

MILAN:
International Footwear and Leather Show (MICAM)—September 1977
Joint venture with appropriate trade association.
(Miss H. Goldberg, Ext. 571)
(Cut off date: 31.3.77)

ATLANTIC CITY:
Footwear Manufacturing Conference—October 1977
Joint venture with appropriate trade association.
(Miss K. M. Thorogood, Ext. 7097)
(Cut off date: 28.2.77)

1978

BOLOGNA:
International Show and Leather Fair—March 1978
Joint venture with appropriate trade association.
(Miss H. Goldberg, Ext. 571)
(Cut off date: 31.8.77)

DUSSELDORF:
European Samples Display (GDS)—March 1978
Joint venture with appropriate trade association.
(A. S. Rees, Ext. 7045)
(Cut off date: not yet arranged)

Furniture, furnishings, household equipment and hardware

1976

CHICAGO:
National Hardware Show—17-19 August 1976
Joint ventures with:
(i) Hardware Manufacturers Association
(ii) Gardenex.
(M. J. Low, Ext. 7204)
(Cut off date, passed)

MILAN:
International Furniture Fair—18-23 September 1976
Joint venture with British Furniture Manufacturers Federated Associations.
(Miss H. Goldberg, Ext. 571)
(Cut off date: passed)

STOCKHOLM:
International Carpet Exhibition (Golvex)—23-26 September 1976
Joint venture with British Carpets Export Association.
(T. G. Webb, Ext. 7207)
(Cut off date: passed)

LYONS:
International Furniture Exhibition (Meuropam)—2-5 October 1976
Joint venture with British Furniture Manufacturers Federated Association.
(R. E. Newton, Ext. 7205)
(Cut off date: passed)

PARIS:
5th International Hardware Exhibition (Quojem)—3-6 October 1976
Joint venture with The Federation of Garden and Leisure Equipment Exporters Ltd. (Gardenex).
(R. E. Newton, Ext. 7205)
(Cut off date: passed)

HIGH POINT, NORTH CAROLINA:
High Point Southern Furniture Exhibition—14-22 October 1976
Joint venture with British Furniture Manufacturers Federated Association (BFM).
(J. E. Henderson, Ext. 318)
(Cut off date: passed)

TORONTO:
International Interior Design Show—2-4 November 1976
Joint ventures with:
(i) British Carpets Export Association
(ii) Contract Furnishing Association
(iii) British Furniture Manufacturers Federated Associations.
(M. J. Low, Ext. 7204)
(Cut off date: passed)

BRUSSELS:
International Furniture Show—10-15 November 1976
Joint venture with British Furniture Manufacturers Federated Associations.
(Miss J. M. Neeson, Ext. 7092)
(Cut off date: passed)

VALENCIA:
International Furniture Fair—15-21 November 1976
Joint venture with British Furniture Manufacturers Federated Associations
(Miss J. M. Neeson, Ext. 7092)
(Cut off date: passed)

1977

PARIS:
11th International Carpet and Floor Covering Exhibition (Salon du Tapis)—8-13 January 1977
Joint venture with British Carpets Export Association.
(R. E. Newton, Ext. 7205)
(Cut off date: passed)

FRANKFURT:
International Trade Fair for Home Furnishing Textiles (Heimtex)—12-16 January 1977
Joint ventures with:
(i) British Carpet Export Association
(ii) National Wool Textile Export Corporation
(iii) Irish Linen Guild.
(Miss H. J. Archer, Ext. 7201)
(Cut off date: passed)

PARIS:
9th International Furniture Exhibition—13-17 January 1977
Joint venture with:
(i) British Furniture Manufacturers Federated Association
(ii) Kitchen Furniture Manufacturers' Association.
(R. E. Newton, Ext. 7205)
(Cut off date: passed)

DALLAS:
Dallas Market Center Furniture Exhibition—16-21 January 1977
Joint venture with:
(i) British Furniture Manufacturers Federated Association
(ii) Contract Furnishing Association.
(J. Henderson, Ext. 318)
(Cut off date: passed)

COLOGNE:
International Trade Fair for Large Household Apparatus and Electrical Appliances (Dometechnica)—10-13 February 1977.
Joint ventures with:
(i) The Association of Manufacturers of Domestic Electrical Appliances
(ii) The Birmingham Engineering and Building Centre.
(A. S. Rees, Ext. 7045)
(Cut off date: 31.8.76)

COLOGNE:
International Housewares Fair—12-14 February 1977
Joint ventures with appropriate trade associations.
(P. F. Aitken, Ext. 7203)
(Cut off date: passed)

COLOGNE:
International Hardware Fair—13-15 February 1977
Joint ventures with appropriate trade associations.
(P. F. Aitken, Ext. 7203)
(Cut off date: passed)

TORONTO:
Canadian Hardware Show—13-16 February 1977
Joint ventures with Hardware Manufacturers Association.
(M. J. Low, Ext. 7204)
(Cut off date: passed)

TOKYO:
British Export Marketing Centre: 3rd Furniture Exhibition—5-9 April 1977
British Furniture Manufacturers' Federated Association.
(J. A. Diab, Tel. 01-580 6300)
(S. Morris, Ext. 360)
(Cut off date: passed)

HIGH POINT: NORTH CAROLINA:
High Point Southern Furniture Exhibition—April 1977
Joint venture with British Furniture Manufacturers Federated Association (BFM).
(J. E. Henderson, Ext. 318)
(Cut off date: passed)

COLOGNE:
International Accessory, Machinery and Materials Fair for Furniture Production, Interior Decoration and Furnishing (Interzum)—14-17 May 1977
Joint venture with appropriate trade association.
(A. S. Rees, Ext. 7045)
(Cut off date: not yet arranged)

MILAN:
Carpets and Furnishing Textiles Fair—May 1977
Joint venture with appropriate trade association.
(Miss H. Goldberg, Ext. 571)
(Cut off date: 30.11.76)

TOKYO:
British Export Marketing Centre: Housewares Exhibition—5-9 July 1977
Sponsored by Hardware Manufacturers Association.
(P. J. Kynaston, Tel. Amersham 21431)
(Cut off date: 7.9.76)

CHICAGO:
National Hardware Show—August 1977
Joint ventures with:
(i) Hardware Manufacturers Association
(ii) Gardenex.
(M. J. Low, Ext. 7204)
(Cut off date: not yet arranged)

PARIS:
6th International Hardware Trade Show (Quojem)—September 1977
Joint venture with appropriate trade association.
(R. E. Newton, Ext. 7205)
(Cut off date: 15.3.77)

UTRECHT:
International Furniture Exhibition—September 1977
Joint venture with appropriate trade association.
(B. G. Doyle, Ext. 690)
(Cut off date: not yet arranged)

STOCKHOLM:
International Carpet Exhibition (Golvex)—September 1977
Joint venture with appropriate trade association.
(T. G. Webb, Ext. 7207)
(Cut off date: not yet arranged)

MILAN:
International Household Goods and Hardware Exhibition (MACEF)—September 1977
Joint venture with appropriate trade association.
(Miss H. Goldberg, Ext. 571)
(Cut off date: 1.2.77)

LYONS:
International Furniture Exhibition (Meuropam)—1-4 October 1977
Joint venture with appropriate trade association.
(R. E. Newton, Ext. 7205)
(Cut off date: 4.4.77)

VALENCIA:
International Furniture Fair—October 1977
Joint venture with appropriate trade association.
(Miss J. M. Neeson, Ext. 7092)
(Cut off date: 1.3.77)

DUBLIN:
Irish Hardware and Housewares Trade Fair—October 1977
Joint venture with appropriate trade association.
(Miss J. M. Neeson, Ext. 7092)
(Cut off date: 14.3.77)

BASLE:
International Hotel and Catering Exhibition (IGEHO)—November 1977
Joint venture with appropriate trade association.
(Miss J. M. Neeson, Ext. 7092)
(Cut off date: 16.12.76)

BRUSSELS:
International Furniture Show—November 1977
Joint venture with appropriate trade association.
(Miss J. M. Neeson, Ext. 7092
(Cut off date: 1.4.77)

TORONTO:
National Interior Design Show—November 1977
Joint ventures with:
(i) British Carpets Export Association.
(ii) Contract Furnishing Association.
(M. J. Low, Ext. 7204)
(Cut off date: not yet arranged)

1978

FRANKFURT:
International Trade Fair for Home Furnishing Textiles (Heimtex)—January 1978
Joint venture with appropriate trade association.
(Miss H. J. Archer, Ext. 7201)
(Cut off date: not yet arranged)

COLOGNE:
International Furniture Fair—January 1978
Joint venture with appropriate trade association.
(A. S. Rees, Ext. 7045)
(Cut off date: not yet arranged)

COLOGNE:
International Trade Fair for Large Household Apparatus and Electrical Appliances (Domotechnica)—February 1978
Joint venture with appropriate trade associations.
(A. S. Rees, Ext. 7045)
(Cut off date: not yet arranged)

COLOGNE:
International Hardware Fair—February 1978
Joint venture with appropriate trade associations.
(P. F. Aitken, Ext. 7203)
(Cut off date: not yet arranged)

COLOGNE:
International Houseware Fair—February 1978
Joint ventures with appropriate trade associations.
(P. F. Aitken, Ext. 7203)
(Cut off date: not yet arranged)

MILAN:
Carpets and Furnishing Textile Fair—May 1978
Joint venture with appropriate trade association.
(Miss H. Goldberg, Ext. 571)
(Cut off date: 30.11.77)

PARIS:
12th International Carpet and Floor Covering Exhibition—8-12 June 1978
Joint venture with appropriate trade association.
(R. E. Newton, Ext. 7205)
(Cut off date: 30.11.77)

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Gas and oil extraction and distribution including offshore activities

1976

STAVANGER:
'Offshore North Sea' Oil and Gas Exploitation Exhibition—21-24 September 1976
Joint venture with Association of British Oceanic Industries (Supported by the Council of British Manufacturers of Petroleum Equipment (CBMPE)).
(T. G. Webb, Ext. 7207)
(Cut off date: passed)

1977

HOUSTON, TEXAS:
9th Annual Offshore Technology Conference—2-5 May 1977
Joint venture with Association of British Oceanic Industries.
(M. D. Seymour: Ext. 7215)
(Cut off date: 15.10.76)

1978

AMSTERDAM:
European Exhibition for Petroleum Technology (Petrotech)—April 1978
Joint venture with appropriate trade association.
(Miss H. J. Archer, Ext. 7201)
(Cut off date: not yet arranged)

HOUSTON:
10th Annual Offshore Technology Conference—May 1978
Joint venture with appropriate trade association.
(M. D. Seymour, Ext. 265)
(Cut off date: not yet arranged)

Heating and ventilating

1977

CHICAGO:
International Air Conditioning, Heating, Refrigeration Exposition—14-17 February 1977
Joint venture with Heating, Ventilating and Air Conditioning Manufacturers Association Ltd.
(Miss K. M. Thorogood, Ext. 7094)
(Cut off date: passed)

MILAN:
Exhibition and Congress for Heating, Ventilating, Refrigeration and Sanitary Engineering—1-7 March 1977
Joint venture with Heating, Ventilating and Air Conditioning Manufacturers Association.
(Miss H. Goldberg, Ext. 571)
(Cut off date: passed)

FRANKFURT:
9th International Sanitation, Heating and Air Conditioning Exhibition (ISH)—23-27 March 1977
Joint venture with Heating, Ventilating and Air Conditioning Manufacturers Association Ltd. (HEVAC).
(B. G. Doyle, Ext. 690)
(Cut off date: passed)

PARIS:
5th International Heating, Refrigerating and Air Conditioning Exhibition (Interclima)—6-11 June 1977
Joint venture with Heating, Ventilating and Air Conditioning Manufacturers Association.
(R. E. Newton, Ext 7205)
(Cut off date: 1.9.76)

1978

UTRECHT:
International Heating and Ventilating Exhibition—February 1978
Joint venture with appropriate trade association.
(B. G. Doyle, Ext. 690)
(Cut off date: not yet arranged)

STUTTGART:
International Trade Fair for Oil and Gas Fired Heating and Air Conditioning (Intherm)—8-12 March 1978
Joint venture with appropriate trade association.
(Miss H. J. Archer, Ext. 7201)
(Cut off date: not yet arranged)

MILAN:
Exhibition and Congress for Heating, Ventilating, Refrigeration and Sanitary Engineering—March 1978
Joint venture with appropriate trade association.
(Miss H. Goldberg, Ext. 571)
(Cut off date: 15.7.77)

HELSINKI:
International Building, Heating, Plumbing and Air Conditioning Exhibition—April 1978
Joint venture with appropriate trade association.
(T. G. Webb, Ext. 7207)
(Cut off date: not yet arranged)

Horticulture and horticultural equipment

COLOGNE:
International Garden Trade Fair—26-28 September 1976
Joint venture with the Federation of Garden and Leisure Equipment Exporters Ltd. (Gardenex).
(A. S. Rees, Ext. 7045)
(Cut off date: passed)

1977

COLOGNE:
International Garden Trade Fair—25-27 September 1977
Joint venture with appropriate trade association.
(A. S. Rees, Ext. 7045)
(Cut off date: not yet arranged)

Hospital, medical, surgical and dental equipment

1976

SYDNEY:
1st Asia and Oceania Congress of Nuclear Medicine—6-10 September 1976
Joint venture with British Hospitals Export Council.
(Mrs. W. M. MacIver, Ext. 7093)
(Cut off date: passed)

TEL AVIV:
International Hospital Equipment Exhibition (Expo-Medical)—15-20 September 1976
Joint venture with British Hospitals Export Council.
(Miss J. M. Neeson, Ext. 7092)
(Cut off date: passed)

PRAGUE:
2nd European Congress of Clinical Chemistry (Clinichem)—3-8 October 1976
Joint venture with British Hospital Export Council.
(M. Dempsey, Ext. 7246)
(Cut off date: passed)

MOSCOW:
'Britnauchpribor' All British Exhibition, Sokolniki Park—6-14 October 1976
British participation sponsored jointly by:
(i) Scientific Instrument Manufacturers' Association.
(ii) Business Equipment Trade Association.
(iii) British Hospitals Export Council.
(L. Devine, Ext. 7213)
(Cut off date: passed)

SAN FRANCISCO:
American Society of Anaesthesiologists—9-13 October 1976
Joint venture with British Hospitals Export Council.
(Miss K. M. Thorogood, Ext. 7094)
(Cut off date: passed)

SYDNEY:
Hospital Equipment Exhibition—19-25 October 1976
Joint venture with British Hospitals Export Council.
(Mrs. W. M. MacIver, Ext. 7093)
(Cut off date: passed)

MIAMI BEACH:
American Association for Respiratory Therapy Exhibition—7-10 November 1976
Joint venture with British Hospitals Export Council.
(Miss K. M. Thorogood, Ext. 7094)
(Cut off date: passed)

MIAMI BEACH:
Annual Scientific Session of the American Heart Association—15-18 November 1976
Joint venture with British Hospitals Export Council.
(Miss K. M. Thorogood, Ext. 7094)
(Cut off date: passed)

TEHRAN:
International Fair of Medical Equipment (Iran-Med)—24-30 November 1976
Joint venture with British Hospitals Export Council.
(G. A. Casburn, Ext. 602)
(Cut off date: passed)

STOCKHOLM:
Hospital '76—28 November-4 December 1976
Joint venture with British Hospitals Export Council.
(T. G. Webb, Ext. 7207)
(Cut off date: passed)

1977

TOKYO:
British Export Marketing Centre: Medical Equipment Exhibition—15-19 February 1977
Sponsored by British Hospitals Export Council.
Contact: J. Harris, Tel. 01-262 2641
(R. King, Ext. 7317)
(Cut off date: passed)

ANAHEIM:
24th Congress of the Association of Operating Nurses—22-25 March 1977
Joint venture with appropriate trade association.
(Miss K. M. Thorogood, Ext. 7094)
(Cut off date: 1.9.76)

DUSSELDORF:
20th International Dental Show—29 March-3 April 1977
Joint venture with British Dental Trade Association.
(A. S. Rees, Ext. 7045)
(Cut off date: passed)

UTRECHT:
International Hospital Equipment Exhibition (Medica '77)—3-7 May 1977
Joint venture with British Hospitals Export Council.
(B. G. Doyle, Ext. 690)
(Cut off date: 17.10.76)

ZAGREB:
Medicine and Medical Aids Exhibition (Interlabor)—16-20 May 1977
Joint venture with British Surgical Export Group.
(A. E. G. Reid, Ext. 604)
(Cut off date: not yet arranged)

HANOVER:
International Hospital Exhibition (Interhospital '77)—7-10 June 1977
Joint venture with appropriate trade association.
(P. D. Reardon, Ext. 7080)
(Cut off date: not yet arranged)

ZURICH:
International Trade Fair for Hospital and Medical Equipment (IFAS)—14-18 June 1977
Joint venture with British Hospitals Export Council.
(Miss J. M. Neeson, Ext. 7092)
(Cut off date: passed)

MOSCOW:
Exhibition of Equipment and Apparatus for the Manufacture and Control of Medicines—21 July-1 August 1977
Joint venture with appropriate trade association.
(L. Devine, Ext. 7213)
(Cut off date: not yet arranged)

TBILISI:
Exhibition of Equipment for Research and Clinical Treatment of Ischemic Heart Diseases—6-17 October 1977
Joint venture with appropriate trade association.
(L. Devine, Ext. 7213)
(Cut off date: not yet arranged)

NEW ORLEANS:
American Society of Anaesthesiologists—15-19 October 1977
Joint venture with appropriate trade association.
(Miss K. M. Thorogood, Ext. 7094)
(Cut off date: 31.3.77)

RIO DE JANIERO:
14th International Congress of Radiology—23-29 October 1977
Joint venture with British Electrical and Allied Manufacturers' Association on behalf of the Association of X-ray Equipment Manufacturers.
(N. J. D. Robinson, Ext. 7011)
(Cut off date: 22.3.77)

BRUSSELS:
9th International Exhibition of Medical and Hospital Equipment—October 1977
Joint venture with appropriate trade association.
(Miss J. M. Neeson, Ext. 7092)
(Cut off date: 1.3.77)

NEW ORLEANS:
American Association for Respiratory Therapy Exhibition—3-9 November 1977
Joint venture with appropriate trade association.
(Miss K. M. Thorogood, Ext. 7094)
(Cut off date: not yet known)

DUSSELDORF:
International Exhibition and Congress on Diagnostics (Medica)—November 1977
Joint venture with appropriate trade association.
(A. S. Rees, Ext. 7045)
(Cut off date: not yet arranged)

USA:
Annual Scientific Session of the American Heart Association—November 1977
Joint venture with British Hospitals Export Council.
(Miss K. M. Thorogood, Ext. 7094)
(Cut off date: not yet arranged)

1978

USA:
25th Congress of the Association of Operating Nurses—March 1978
Joint venture with appropriate trade association.
(Miss K. M. Thorogood, Ext. 7094)
(Cut off date: not yet arranged)

USA:
International Society for Medical Technology Biennial Meeting and Exhibition—June 1978
Joint venture with British Hospitals Export Council.
(Miss K. M. Thorogood, Ext. 7094)
(Cut off date: January 1978)

Jewellery and giftware

1976

NEW YORK:
Gift Show—15-20 August 1976
Joint venture with Westminster Chamber of Commerce.
(M. J. Low, Ext. 7204)
(Cut off date: passed)

LOS ANGELES:
Pacific Jewellery Show—21-23 August 1976
Joint venture with British Jewellery and Giftware Federation.
(M. J. Low, Ext. 7204)
(Cut off date: passed)

PARIS:
62nd Jewellery, Silverware, Clocks, Watches and Gifts Exhibition (Bijorhca)—5-13 September 1976
Joint venture with British Jewellery and Giftware Federation.
(R. E. Newton, Ext. 7205)
(Cut off date: passed)

1977

NEW YORK:
International Jewellery Trade Fair—6-9 February 1977
Joint venture with British Jewellery and Giftware Federation.
(M. J. Low, Ext. 7204)
(Cut off date: not yet arranged)

TORONTO:
Gift Show—27 February-3 March 1977
Joint venture with British Jewellery and Giftware Federation.
(M. J. Low, Ext. 7204)
(Cut off date: 1.9.76)

NEW YORK:
Gift Show—February 1977
Joint venture with Westminster Chamber of Commerce.
(M. J. Low, Ext. 7204)
(Cut off date: not yet arranged)

TOKYO:
British Export Marketing Centre: British Jewellery and Giftware Exhibition—1-5 March 1977
Sponsored by British Jewellery and Giftware Federation.
Contact: J. MacConnell, Esq., Tel. 01-606 0871
(S. Morris, Ext. 360)
(Cut off date: passed)

UK businessmen going overseas

British businessmen intending to travel overseas are urged in their own interests to make the earliest possible contact, before going abroad, with the Export Services and Promotion Division of the Department of Trade (at the appropriate Regional Office for firms outside London and Export House, 50 Ludgate Hill, London EC4M 7HU for firms in London and the South East of England). The Department in co-operation with Commercial Officers at Embassies, High Commissions and Consulates overseas, is in a position to provide advice when it is required, and to help where appropriate, in making trade contacts related to the purpose of the visit. Even where a businessman does not require specific assistance it is valuable for him to meet the Commercial Officers to get up-to-date information about the market. The Department would therefore welcome receiving notification of any businessman intending to travel overseas. To enable the overseas Commercial Officers to be of the greatest assistance to UK visitors the Department needs to be able to brief the overseas officers as fully as possible. The range of information required for this purpose includes details of the firm, their products/services and the purpose and background to the visit.

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BASLE:
Swiss Industries Fair (5th European Watch, Clock and Jewellery Fair)—
23 April-2 May 1977
Joint venture with:
(i) British Jewellery and Giftware Federation Ltd.
(ii) British Clock and Watch Manufacturers' Association.
(Miss J. M. Neeson, Ext. 7092)
(Cut off date: passed)

PARIS:
The Business Gifts Fair—1-6 April 1977
Joint venture with appropriate trade association.
(Miss D. M. Wilmot, Ext. 7211)
(Cut off date: not yet arranged)

NEW YORK:
International Jewellery Trade Show—July 1977
Joint venture with British Jewellery and Giftware Federation.
(M. J. Low, Ext. 7204)
(Cut off date: not yet arranged)

LOS ANGELES:
California Gift Show—July 1977
Joint venture with British Jewellery and Giftware Federation.
(M. J. Low, Ext. 7204)
(Cut off date: not yet arranged)

LOS ANGELES:
Pacific Jewellery Show—August 1977
Joint venture with British Jewellery and Giftware Federation.
(M. J. Low, Ext. 7204)
(Cut off date: not yet arranged)

NEW YORK:
Gift Show—August 1977
Joint venture with Westminster Chamber of Commerce.
(M. J. Low, Ext. 7204)
(Cut off date: not yet arranged)

1978

BASLE:
Swiss Industries Fair (6th European Watch, Clock and Jewellery Fair)—April 1978
Joint venture with appropriate trade association.
(Miss J. M. Neeson, Ext. 7092)
(Cut off date: 1.6.77)

PARIS:
The Business Gifts Fair—April 1978
Joint venture with appropriate trade association.
(Miss D. M. Wilmot, Ext. 7211)
(Cut off date: not yet arranged)

Laundry and allied services

1978

TORONTO:
Canadian Launderers' and Dry Cleaners' Show and Car Wash Exposition—3-5 October 1978
Joint venture with appropriate trade association.
(Miss K. M. Thorogood, Ext. 7094)
(Cut off date: 1.4.78)

Leather, leather goods and fur

1976

OFFENBACH:
International Leathergoods Fair—
28 August-1 September 1976
Joint venture with British Leathergoods Manufacturers' Association.
(P. D. Reardon, Ext. 7080)
(Cut off date: passed)

MILAN:
International Footwear and Leather Show (MICAM)—9-13 September 1976
Joint venture with British Footwear Manufacturers' Federation.
(Miss H. Goldberg, Ext. 571)
(Cut off date: passed)

PARIS:
International Leather Week—
11-14 September 1976
Joint ventures with:
(i) British Leather Federation.
(ii) British Footwear Manufacturers' Federation.
(iii) Skin, Hide and Leather Traders' Association.
(R. E. Newton, Ext. 7205)
(Cut off date: passed)

1977

BOLOGNA:
International Shoe and Leather Fair—
4-8 March 1977
Joint venture with British Footwear Manufacturers Federation.
(Miss H. Goldberg, Ext. 571)
(Cut off date: 31.8.76)

PARIS:
International Leather Week—
8-12 September 1977
Joint ventures with appropriate trade associations.
(R. E. Newton, Ext. 7205)
(Cut off date: 31.3.77)

MILAN:
International Footwear and Leather Show (MICAM)—September 1977
Joint venture with appropriate trade association.
(Miss H. Goldberg, Ext. 571)
(Cut off date: 1.2.77)

Motor vehicles, motor cycles and cycles

1976

COLOGNE:
International Bicycle and Motorcycle Exhibition (IFMA)—18-22 September 1976
Joint venture with CMCA Service Co. Ltd.
(P. F. Aitken, Ext. 7203)
(Cut off date: passed)

FRANKFURT:
International Exhibition of Automobile, Workshop and Garage Equipment (Automechanika)—25-29 September 1976
Joint venture with Society of Motor Manufacturers and Traders Ltd.
(B. Doyle, Ext. 690)
(Cut off date: passed)

PARIS:
International Motor Exhibition—
7-17 October 1976
Joint venture with Society of Motor Manufacturers and Traders Ltd.
(Miss D. M. Wilmot, Ext. 7211)
(Cut off date: passed)

LAS VEGAS:
Automotive Parts and Accessories Association (APAA) Show—19-21 October 1976
Joint venture with Society of Motor Manufacturers and Traders Ltd.
(Miss F. J. Cooleen, Ext. 7097)
(Cut off date: passed)

1977

BRUSSELS:
International Motor Show—1977
Joint venture with appropriate trade association.
(Miss J. M. Neeson, Ext. 7092)
(Cut off date: not yet arranged)

SALZBURG:
International Trade Exhibition for Spares, Accessories, Tools, Workshop and Service Station Equipment (Autozum)—
20-23 January 1977
Joint venture with Society of Motor Manufacturers and Traders Ltd.
(Miss H. Goldberg, Ext. 571)
(Cut off date: passed)

MONTREAL:
International Motor Show—January 1977
Joint venture with Society of Motor Manufacturers and Traders Ltd.
(J. W. Coupar, Ext. 7242)
(Cut off date: 15.12.76)

CINCINNATI:
Motor Cycle and Accessory Trade Show—
12-14 February 1977
Joint venture with Cycle and Motor Cycle Association Service Co. Ltd.
(J. W. Coupar, Ext. 7242)
(Cut off date: 23.8.76)

DETROIT:
Society of Automotive Engineers' Exposition and Congress (SAE)—28 February-3 March 1977
Joint venture with Society of Motor Manufacturers and Traders Ltd.
(Miss F. J. Cooleen, Ext. 7097)
(Cut off date: 3.9.76)

TORONTO:
Automobile Show—February 1977
Joint venture with Society of Motor Manufacturers and Traders Ltd.
(J. W. Coupar, Ext. 7242)
(Cut off date: 10.1.77)

NEW YORK:
International Cycle Show—February 1977
Joint venture with Cycle and Motor Cycle Association Service Co. Ltd.
(J. W. Coupar, Ext. 7242)
(Cut off date: not yet arranged)

CHICAGO:
Automobile Show—February 1977
Joint venture with Society of Motor Manufacturers and Traders Ltd.
(J. W. Coupar, Ext. 7242)
(Cut off date: 1.1.77)

ZURICH:
International Cycle and Motorcycle Exhibition —2-7 March 1977
Joint venture with appropriate trade association.
(Miss J. M. Neeson, Ext. 7092)
(Cut off date: 27.8.76)

MALMO:
Motor Show—5-13 March 1977
Joint venture with appropriate trade association.
(T. G. Webb, Ext. 7207)
(Cut off date: not yet arranged)

GOTHENBURG:
International Trade Fair for Garages and Car Repair (Auto '77)—30 March-3 April 1977
Joint venture with Society of Motor Manufacturers and Traders.
(T. G. Webb, Ext. 7207)
(Cut off date: 27.8.76)

GENEVA:
International Motor Show (Car and Accessory Manufacturers)—March 1977
Joint venture with appropriate trade association.
(Miss J. M. Neeson, Ext. 7092)
(Cut off date: 20.8.76)

CHICAGO:
International Electric Vehicle Expo—26-29 April 1977
Joint venture with appropriate trade association.
(Miss F. Cooleen, Ext. 7097)
(Cut off date: October 1976)

BELGRADE:
International Fair of Engine and Motor Vehicles —April 1977
Joint venture with Society of Motor Manufacturers and Traders Ltd.
(A. E. G. Reid, Ext. 604)
(Cut off date: not yet arranged)

TOKYO:
British Export Marketing Centre: Automobile Accessories and Components Exhibition— 10-14 May 1977
Sponsored by Society of Motor Manufacturers and Traders Ltd.
Contact: B. Whitelaw, Tel. 01-235 7000
(R. King, Ext. 7317)
(Cut off date: passed)

LOS ANGELES:
Imported Automobile Show—May 1977
Joint venture with appropriate trade association.
(J. W. Coupar, Ext. 7242)
(Cut off date: 1.4.77)

TEHRAN:
Transport and Communications Fair— 10-17 June 1977
The Department of Trade may organise a British participation.
(G. A. Casburn, Ext. 602)
(Cut off date: not yet arranged)

PRAGUE:
5th International Show of Motorist Technique (Autoprogress)—21-28 June 1977
Joint venture with Society of Motor Manufacturers and Traders Ltd.
(M. J. Dempsey, Ext. 7246)
(Cut off date: not yet arranged)

FRANKFURT:
International Motor Show—8-18 September 1977
Joint venture with Society of Motor Manufacturers and Traders.
(B. G. Doyle, Ext. 690)
(Cut off date: 15.10.76)

MILWAUKEE:
Off-Highway Vehicle Exposition— September 1977
Joint venture with appropriate trade association.
(Miss F. J. Cooleen, Ext. 7097)
(Cut off date: March 1977)

CHICAGO:
Automotive Parts and Accessories Association (APAA) Show—15-17 November 1977
Joint venture with appropriate trade association.
(Miss F. J. Cooleen, Ext. 7097)
(Cut off date: May 1977)

MILAN:
International Cycle and Motor Cycle Exhibition —November 1977
Joint venture with appropriate trade association.
(Miss H. Goldberg, Ext. 571)
(Cut off date: 1.5.77)

1978

SALZBURG:
International Trade Exhibition for Spares, Accessories, Tools, Workshop and Service Station Equipment (Autozum)—January 1978
Joint venture with appropriate trade association.
(Miss H. Goldberg, Ext. 571)
(Cut off date: 30.7.77)

MONTREAL:
International Motor Show—January 1978
Joint venture with appropriate trade association.
(J. W. Coupar, Ext. 7242)
(Cut off date: 15.12.77)

ANAHEIM:
Motor Cycle and Accessory Trade Show— January 1978
Joint venture with appropriate trade association.
(J. W. Coupar, Ext. 7242)
(Cut off date: not yet arranged)

TORONTO:
Automobile Show—February 1978
Joint venture with appropriate trade association.
(J. W. Coupar, Ext. 7242)
(Cut off date: 1.1.78)

NEW YORK:
International Cycle Show—February 1978
Joint venture with appropriate trade association.
(J. W. Coupar, Ext. 7242)
(Cut off date: not yet arranged)

CHICAGO:
Automobile Show—February 1978
Joint venture with appropriate trade association.
(J. W. Coupar, Ext. 7242)
(Cut off date: 1.1.78)

DETROIT:
Society of Automotive Engineers' Exposition and Congress (SAE)—February 1978
Joint venture with appropriate trade association.
(Miss F. J. Cooleen, Ext. 7097)
(Cut off date: July 1977)

MALMO:
Motor Show—March 1978
Joint venture with appropriate trade association.
(T. G. Webb, Ext. 7207)
(Cut off date: not yet arranged)

GENEVA:
International Motor Show (Car and Accessory Manufacturers)—March 1978
Joint venture with appropriate trade association.
(Miss J. M. Neeson, Ext. 7092)
(Cut off date: 1.9.77)

LOS ANGELES:
Imported Automobile Show—May 1978
Joint venture with appropriate trade association.
(J. W. Coupar, Ext. 7242)
(Cut off date: 1.4.78)

Music and musical instruments

1976

NEW ORLEANS:
International Musexpo '76—8-11 September 1976
Joint venture with:
(i) Music Publishers' Association.
(ii) British Phonographic Industries Ltd.
(M. J. Low, Ext. 7204)
(Cut off date: passed)

1977

CANNES:
11th International Record and Music Publishing Market (MIDEM)—21-27 January 1977
Joint ventures with:
(i) Music Publishers Association
(ii) British Phonographic Industries Ltd.
(R. E. Newton, Ext. 7205)
(Cut off date: 4.10.76)

CHICAGO:
National Association of Music Merchants' Show —June 1977
Joint venture with appropriate trade association.
(J. W. Coupar, Ext. 7242)
(Cut off date: not yet arranged)

USA:
International Musexpo '77—September 1977
Joint venture with:
(i) Music Publishers' Association.
(ii) British Phonographic Industries Ltd.
(M. J. Low, Ext. 7204)
(Cut off date: not yet arranged)

1978

CANNES:
12th International Record and Music Publishing Market (MIDEM)—January 1978
Joint venture with appropriate trade association.
(R. E. Newton, Ext. 7205)
(Cut off date: not yet arranged)

CHICAGO:
National Association of Music Merchants' Show —June 1978
Joint venture with appropriate trade association.
(J. W. Coupar, Ext. 7242)
(Cut off date: not yet arranged)

Office machinery and equipment

1976

PARIS:
27th International Business Machines and Office Equipment Exhibition (SICOB)— 23 September-1 October 1976
Joint venture with Business Equipment Trade Association.
(R. E. Newton, Ext. 7205)
(Cut off date: passed)

MOSCOW:
'Britnauchpribor' All British Exhibition, Sokolniki Park—6-14 October 1976
British participation sponsored jointly by:
(i) Scientific Instrument Manufacturers' Association.
(ii) Business Equipment Trade Association.
(iii) British Hospitals Export Council.
(L. Devine, Ext. 7213)
(Cut off date: passed)

CHICAGO:
National Office Products Association Show— 8-10 October 1976
Joint venture with Business Equipment Trade Association.
(Miss F. J. Cooleen, Ext. 7097)
(Cut off date: passed)

COLOGNE:
International Office Trade Fair (Orgatechnik)— 19-24 October 1976
Joint venture with Business Equipment Trade Association.
(P. F. Aitken, Ext. 7203)
(Cut off date: passed)

1977

CHICAGO:
National Office Products Association Show— 28 September-2 October 1977
Joint venture with appropriate trade association.
(Miss F. J. Cooleen, Ext. 7097)
(Cut off date: not yet arranged)

PARIS:
28th International Business Machines and Office Equipment (SICOB)—September 1977
Joint venture with appropriate trade association.
(R. E. Newton, Ext. 7205)
(Cut off date: 2.5.77)

MUNICH:
International Congress and Exhibition for Computer Systems and their Application (Systems '77)—17-21 October 1977
Joint venture with appropriate trade association.
(B. G. Doyle, Ext. 690)
(Cut off date: not yet arranged)

ZAGREB:
International Office Machinery and Equipment Exhibition (Interbiro)—October 1977
Joint venture with Business Equipment Trade Association.
(A. E. G. Reid, Ext. 604)
(Cut off date: not yet arranged)

Packaging machinery and materials, including containers

1976

TOKYO:
Tokyo Packs 76 (The 6th Tokyo International Packaging Exhibition)—3-8 September 1976
Joint venture with Institute of Packaging.
(R. King, Ext. 7317)
(Cut off date: passed)

GOTHENBURG:
International Packaging Exhibition (Scanpack)—19-24 October 1976
Joint venture with Institute of Packaging.
(T. G. Webb, Ext. 7207)
(Cut off date: passed)

CHICAGO:
National Packaging Week—25-29 October 1976
Joint venture with Institute of Packaging.
(M. D. Seymour, Ext. 265)
(Cut off date: passed)

PARIS:
22nd International Packaging Exhibition—15-20 November 1976
Joint venture with Institute of Packaging.
(R. E. Newton, Ext. 7295)
(Cut off date: passed)

1978

STOCKHOLM:
International Exhibition for Supplies to the Pulp, Paper Board and Conversion Industry (SPCI)—4-7 April 1978
Joint venture with appropriate trade association.
(T. G. Webb, Ext. 7207)
(Cut off date: not yet arranged)

SAO PAULO:
International Packaging and Printing Exhibition—10-16 April 1978
Joint venture with appropriate trade association.
(N. J. D. Robinson, Ext. 7011)
(Cut off date: not yet arranged)

UTRECHT:
International Packaging Exhibition (Macropak)—May 1978
Joint venture with appropriate trade association)
(B. Doyle, Ext. 690)
(Cut off date: not yet arranged)

DUSSELDORF:
International Fair for Packaging Machines, Packing Materials, Confectionery Machines (Interpack)—8-14 June 1978
Joint venture with appropriate trade association.
(P. F. Aitken, Ext. 7203)
(Cut off date: not yet arranged)

Photographic equipment

1976

COLOGNE:
World Fair of Photography (Photokina)—10-16 September 1976
Joint venture with British Photographic Export Group.
(P. F. Aitken, Ext. 7203)
(Cut off date: passed)

1977

DALLAS:
National Microfilm Association Annual Convention Exposition—17-20 May 1977
Joint venture with Business Equipment Trade Association.
(M. D. Seymour, Ext. 265)
(Cut off date: passed)

PARIS:
32nd International Photographic, Cinema and Optical Exhibition—November 1977
Joint venture with appropriate trade association.
(R. E. Newton, Ext. 7205)
(Cut off date: 1.3.77)

1978

USA:
National Microfilm Association Annual Convention Exposition—1978
Joint venture with appropriate trade association.
(M. D. Seymour, Ext. 265)
(Cut off date: not yet arranged)

Pottery and glassware

1977

ATLANTIC CITY
China and Glass Show—9-13 January 1977
Joint venture with British Jewellery and Giftware Federation.
(M. J. Low, Ext. 7204)
(Cut off date: passed)

Printing, stationery and printing machinery

1977

ZAGREB:
International Fair of Printing and Paper Industry (Intergrafika)—March 1977
Joint venture with appropriate trade association.
(M. Dempsey, Ext. 604)
(Cut off date: not yet arranged)

BRNO:
International Packaging and Printing Exhibition (Embax—Print)—4-8 April 1977
Joint venture with appropriate trade association.
(M. Dempsey, Ext. 7246)
(Cut off date: not yet arranged)

NEW YORK:
Stationery Show—May 1977
Joint venture with British Stationery and Office Products Federation.
(M. J. Low, Ext. 7204)
(Cut off date: not yet arranged)

DUSSELDORF:
International Printing Machinery Exhibition (Drupa '77)—3-16 June 1977
Joint venture with British Printing Machinery Association.
(P. F. Aitken, Ext. 7203)
(Cut off date: passed)

CHICAGO:
'Graph Expo '77'—10-13 October 1977
Joint venture with appropriate trade association.
(M. D. Seymour, Ext. 265)
(Cut off date: not yet arranged)

1978

ZAGREB:
International Fair of Printing and Paper Industry (Intergrafika)—1978
Joint venture with appropriate trade association.
(M. Dempsey, Ext. 7246)
(Cut off date: not yet arranged)

Scientific instruments and nuclear equipment

1976

CANNES:
8th International Exhibition and Conference on Non-Destructive Testing—6-10 September 1976
Joint venture with British Institute of Non-Destructive Testing.
(R. E. Newton, Ext. 7205)
(Cut off date: passed)

NEW YORK:
Electro-Optics/Laser Conference and Exhibition—14-16 September 1976
Joint venture with London Chamber of Commerce and Industry.
(Miss F. J. Cooleen, Ext. 7097)
(Cut off date: passed)

MOSCOW:
'Britnauchpribor' All British Exhibition, Sokolniki Park—6-14 October 1976
British participation sponsored jointly by:
(i) Scientific Instrument Manufacturers Association.
(ii) Business Equipment Trade Association.
(iii) British Hospitals Export Council.
(L. Devine, Ext. 7213)
(Cut off date: passed)

GENEVA:
British Exhibition of Measurement, Control and Automation Equipment at CERN—11-15 October 1976
Joint venture with British Electrical and Allied Manufacturers Association.
(Miss J. M. Neeson, Ext. 7092)
(Cut off rate: passed)

TOKYO:
All Japan Scientific Instruments Show—October 1976
Joint venture with Scientific Instrument Manufacturers Association.
(S. F. Morris, Ext. 360)
(Cut off date: passed)

1977

CLEVELAND:
Pittsburgh Conference on Analytical Chemistry and Applied Spectroscopy—28 February-4 March 1977
Joint venture with Scientific Instrument Manufacturers Association.
(Miss F. J. Cooleen, Ext. 7097)
(Cut off date: 3.9.76)

MOSCOW:
Exhibition of Secondary Standards, Prototype Measuring Systems and Precision Instrument 'Metrology'—29 March-8 April 1977
Joint venture with appropriate trade association.
(L. Devine, Ext. 7213)
(Cut off date: not yet arranged)

CHICAGO:
Federation of American Societies of Experimental Biology Exhibition and Conference—3-8 April 1977
Joint venture with Scientific Instrument Manufacturers Association.
(Miss F. J. Cooleen, Ext. 7097)
(Cut off date: 1.10.76)

MUNICH:
Exhibition for Electro-Optical Systems and their Application in Industry and Research (Laser '77)—7-10 June 1977
Joint venture with Sira Institute Ltd.
(P. D. Reardon, Ext. 7080)
(Cut off date: 30.11.76)

DUSSELDORF:
International Congress and Exhibition for Instrumentation and Automation (Interkama)—6-12 October 1977
Joint venture with Scientific Instrument Manufacturers Association.
(P. F. Aitken, Ext. 7203)
(Cut off date: 28.1.77)

ANAHEIM:
Electro-Optics/Laser Conference and Exhibition—25-27 October 1977
Joint venture with appropriate trade association.
(Miss F. J. Cooleen, Ext. 7097)
(Cut off date: April 1977)

MADRID:
Instrumentation and Technical Exhibition (Instrumentalia)—October 1977
Joint venture with appropriate trade association.
(Miss J. M. Neeson, Ext. 7092)
(Cut off date: 1.2.77)

ZURICH:
International Trade Fair for High Precision Techniques, Dimensional Measurement and Control (Microtechnic)—October-November 1977
Joint venture with appropriate trade association.
(Miss J. M. Neeson, Ext. 7092)
(Cut off date: 1.2.77)

PARIS:
Laboratory Exhibition—December 1977
Joint venture with British Laboratory Ware Association.
R. E. Newton, Ext. 7205)
(Cut off date: 14.2.77)

1978

CLEVELAND:
Pittsburg Conference on Analytical Chemistry and Applied Spectroscopy—6-10 March 1978
Joint venture with appropriate trade association.
(Miss F. J. Cooleen, Ext. 7097)
(Cut off date, not yet arranged)

ANAHEIM:
Federation of American Societies of Experimental Biology and Conference—April 1978
Joint venture with appropriate trade association.
(Miss F. J. Cooleen, Ext. 7097)
(Cut off date: not yet arranged)

MUNICH:
International Trade Exhibition and Congress for Bio Chemical Analysts (Analytica)—April 1978
Joint venture with appropriate trade association.
(B. G. Doyle, Ext. 690)
(Cut off date: not yet arranged)

BASLE:
International Exhibition of Laboratory, Chemical Engineering, Measurement and Automation Techniques in Chemistry (ILMAC)—12-16 September 1978
Joint venture with appropriate trade association.
(Miss J. M. Neeson, Ext. 7092)
(Cut off date: 15.11.77)

BASLE:
International Nuclear Industries Fair (Nuclex)—3-10 October
Joint venture with appropriate trade association.
(Miss J. M. Neeson, Ext. 7092)
(Cut off date: 1.11.77)

Ships and boats

1976

CHICAGO:
Marine Trades Exhibition and Conference—30 September-3 October 1976
Joint venture with Ship and Boat Builders National Federation.
(J. W. Coupar, Ext. 7242)
(Cut off date: passed)

ANNAPOLIS:
United States Sailboat Show—7-11 October 1976
Joint venture with Ship and Boat Builders National Federation.
(J. W. Coupar, Ext. 7242)
(Cut off date: passed)

HAMBURG:
EMTEC and International Boat Show—14-24 October 1976
Joint venture with Ship and Boat Builders National Federation.
(Miss H. J. Archer, Ext. 7201)
(Cut off date: passed)

GENOA:
International Boat Show—15-25 October 1976
Joint venture with Ship and Boat Builders National Federation.
(Miss H. Goldberg, Ext. 571)
(Cut off date: passed)

LONG BEACH:
SCMA Sailboat Show—22-31 October 1976
Joint venture with Ship and Boat Builders National Federation.
(J. W. Coupar, Ext. 7242)
(Cut off date: passed)

COPENHAGEN:
Boat Show—6-14 November 1976
Joint venture with Ship and Boat Builders National Federation.
(T. G. Webb, Ext. 7207)
(Cut off date: passed)

AMSTERDAM:
International Shipbuilding, Marine Equipment and Port Equipment Exhibition (Europort)—9-13 November 1976
Joint venture with London Chamber of Commerce and Industry.
(Miss H. J. Archer, Ext. 7201)
(Cut off date: passed)

1977

TORONTO:
International Boat Show—13-23 January 1977
Joint venture with Ship and Boat Builders National Federation.
(J. W. Coupar, Ext. 7242)
(Cut off date: 15.8.76)

PARIS:
International Pleasure Boat Exhibition—13-24 January 1977
Joint venture with Ship and Boat Builders National Federation.
(Miss D. M. Wilmot, Ext. 7211)
(Cut off date: passed)

DUSSELDORF:
International Boat Show—22-30 January 1977
Joint venture with Ship and Boatbuilders National Federation.
(P. F. Aitken, Ext. 7203)
(Cut off date: passed)

GOTHENBERG:
International Boat Show—4-13 February 1977
Joint venture with appropriate trade association.
(T. G. Webb, Ext. 7207)
(Cut off date, 13.8.76)

MIAMI:
International Boat Show—17-23 February 1977
Joint venture with Ship and Boatbuilders National Federation.
(J. W. Coupar, Ext. 7242)
(Cut off date: passed)

STOCKHOLM:
International Boat Show—March 1977
Joint venture with appropriate trade association.
(T. G. Webb, Ext. 7207)
(Cut off date: 13.8.76)

AMSTERDAM:
HISWA Sail and Power Boat Show—March 1977
Joint venture with appropriate trade association.
(Miss H. J. Archer, Ext. 7201)
(Cut off date: 30.8.76)

OSLO:
International Shipping Exhibition (Nor Shipping 77)—9-14 May 1977
Joint venture with appropriate trade association.
(T. G. Webb, Ext. 7207)
(Cut off date: 1.10.76)

TEHRAN:
Transport and Communications Fair—10-17 June 1977
The Department of Trade may organise a British participation.
(G. A. Casburn, Ext. 602)
(Cut off date: not yet arranged)

MELBOURNE:
Herald National Boat Show and Camping Display—3-10 July 1977
Joint venture with Ship and Boat Builders National Federation.
(Mrs. W. M. MacIver, Ext. 7093)
(Cut off date: not yet arranged)

CHICAGO:
Marine Trades Exhibition and Conference—September 1977
Joint venture with appropriate trade association
(J. W. Coupar, Ext. 7242)
(Cut off date: not yet arranged)

ANNAPOLIS:
United States Sailboat Show—October 1977
Joint venture with appropriate trade association.
(J. W. Coupar, Ext. 7242)
(Cut off date: not yet arranged)

GENOA:
International Boat Show—October 1977
Joint venture with appropriate trade association.
(Miss H. Goldberg, Ext. 571)
(Cut off date: 1.3.77)

LONG BEACH:
SCMA Sailboat Show—October 1977
Joint venture with appropriate trade association.
(J. W. Coupar, Ext. 7242)
(Cut off date: not yet arranged)

HAMBURG:
EMTEC and International Boat Show—October 1977
Joint venture with appropriate trade association.
(Miss H. J. Archer, Ext. 7201)
(Cut off date: not yet arranged)

AMSTERDAM:
International Shipbuilding, Marine Equipment and Port Equipment Exhibition (Europort)—November 1977
Joint venture with appropriate trade association.
(Miss H. J. Archer, Ext. 7201)
(Cut off date: not yet arranged)

1978

TORONTO:
International Boat Show—January 1978
Joint venture with appropriate trade association.
(J. W. Coupar, Ext. 7242)
(Cut off date: 1.7.77)

DUSSELDORF:
International Boat Show—January 1978
Joint venture with appropriate trade association.
(P. F. Aitken, Ext. 7203)
(Cut off date: not yet arranged)

PARIS:
International Pleasure Boat Exhibition—January 1978
Joint venture with appropriate trade association.
(Miss D. M. Wilmot, Ext. 7211)
(Cut off date: not yet arranged)

GOTHENBURG:
International Boat Show—February 1978
Joint venture with appropriate trade association.
(T. G. Webb, Ext. 7207)
(Cut off date: not yet arranged)

MIAMI:
International Boat Show—February 1978
Joint venture with appropriate trade association.
(J. W. Coupar, Ext. 7242)
(Cut off date: not yet arranged)

STOCKHOLM:
International Boat Show—March 1978
Joint venture with appropriate trade association.
(T. G. Webb, Ext. 7207)
(Cut off date: not yet arranged)

AMSTERDAM:
International Sail and Power Boat Show—March 1978
Joint venture with appropriate trade association.
(Miss H. J. Archer, Ext. 7201)
(Cut off date: not yet arranged)

ATHENS:
International Shipping Exhibition (Posidonia)—June 1978
Joint venture with appropriate trade association.
(Miss H. Goldberg, Ext. 571)
(Cut off date: 31.7.77)

Sports goods and camping equipment, including caravans

1976

COLOGNE:
International Trade Fair of Sports Goods, Camping Equipment and Garden Furniture (SPOGA)—26-28 September 1976
Joint venture with:
(i) The Federation of British Manufacturers of Sports and Games
(ii) The Camping Trades Association
(iii) Leisure and Outdoor Furniture Association.
(A. S. Rees, Ext. 7045)
(Cut off date: passed)

PARIS:
Caravan and Mobile Homes Exhibition—30 September-10 October 1976
Joint venture with National Caravan Council
(R. E. Newton, Ext. 7205)
(Cut off date: passed)

1977

CHICAGO:
National Sporting Goods Association Show—3-6 February 1977
Joint ventures with:
(i) Camping Trades Association
(ii) Federation of British Manufacturers of Sports and Games.
(J. W. Coupar, Ext. 7242)
(Cut off date: passed)

ESSEN:
International Exhibition for Horse Sports, Leisure-time Riding and Horsekeeping (Equitania 77)—2-7 March 1977
Joint venture with British Agricultural Export Council.
(P. D. Reardon, Ext. 7080)
(Cut off date: 13.9.76)

COLOGNE:
International Trade Fair of Sports Goods, Camping Equipment and Garden Furniture (SPOGA)—25-27 September 1977
Joint venture with appropriate trade association.
(A. S. Rees, Ext. 7045)
(Cut off date: not yet arranged)

COLOGNE:
International Exhibition of Sports Facilities and Bath Installations—November 1977
Joint venture with appropriate trade association.
(A. S. Rees, Ext. 7045)
(Cut off date: not yet arranged)

1978

CHICAGO:
National Sporting Goods Association Show—February 1978
Joint venture with appropriate trade association.
(J. W. Coupar, Ext. 7242)
(Cut off date: not yet arranged)

Textiles and textile machinery

1976

ATLANTA:
Bobbin Show—15-17 September 1976
Joint venture with Clothing Institute.
(Miss K. M. Thorogood, Ext. 7094)
(Cut off date: passed)

BASLE:
2nd International Knitting Machinery Exhibition—21-25 September 1976
Joint venture with London Chamber of Commerce and Industry.
(Miss J. M. Neeson, Ext. 7092)
(Cut off date: passed)

GREENVILLE:
Textile Machinery Show (ATME-1)—21-29 October 1976
Joint venture with British Textile Machinery Organisation.
(Miss K. M. Thorogood, Ext. 7094)
(Cut off date, passed)

COLOGNE:
International Fair of Clothing Machines (IMB)—3-7 November 1976
Joint venture with Clothing Institute.
(P. F. Aitken, Ext. 7203)
(Cut off date: passed)

FRANKFURT:
International Textiles for Clothing Exhibition (Interstoff)—23-26 November 1976
Joint venture with National Wool Textile Export Corporation.
(B. G. Doyle, Ext. 690)
(Cut off date: passed)

1977

FRANKFURT:
International Trade Fair for Home Furnishing Textiles (Heimtex)—12-16 January 1977
Joint ventures with:
(i) British Carpet Export Association.
(ii) National Wool Textile Export Corporation.
(iii) Irish Linen Guild.
(Miss H. J. Archer, Ext. 7201)
(Cut off date: passed)

ATLANTIC CITY:
Knitting Arts Exhibition—25-30 April 1977
Joint venture with British Textile Machinery Association.
(Miss K. M. Thorogood, Ext. 7094)
(Cut off date: 6.1.77)

FRANKFURT:
International Textiles for Clothing Exhibition (Interstoff)—10-13 May 1977
Joint venture with appropriate trade association.
(B. G. Doyle, Ext. 690)
(Cut off date: not yet arranged)

SAO PAULO:
Textile Machinery and Equipment Exhibition (ITMEX)—10-18 September 1977
Joint venture with British Textile Machinery Association.
(N. J. D. Robinson, Ext. 7011)
(Cut off date: 10.3.77)

ATLANTA:
Bobbin Show—28-30 September 1977
Joint venture with Clothing Institute.
(Miss K. M. Thorogood, Ext. 7094)
(Cut off date: not yet known)

FRANKFURT:
International Textiles for Clothing Exhibition (Interstoff)—22-25 November 1977
Joint venture with appropriate trade association.
(B. G. Doyle, Ext 690)
(Cut off date: not yet arranged)

1978

FRANKFURT:
International Trade Fair for Home Furnishing Textiles (Heimtex)—January 1978
Joint venture with appropriate trade association.
(Miss H. J. Archer, Ext. 7201)
(Cut off date: not yet arranged)

FRANKFURT:
International Textiles for Clothing Exhibition (Interstoff)—May 1978
Joint venture with appropriate trade association.
(B. G. Doyle, Ext 690)
(Cut off date: not yet arranged)

Toys and games

1977

NUREMBERG:
International Toy Fair—5-11 February 1977
Joing venture with British Toy Manufacturers Association.
(P. D. Reardon, Ext. 7080)
(Cut off date: 10.8.76)

NEW YORK:
American Toy Fair—20-23 February 1977
Joint venture with British Toy Manufacturers Association.
(J. W. Coupar, Ext. 7242)
(Cut off date: passed)

1978

NEW YORK:
American Toy Fair—February 1978
Joint venture with appropriate trade association.
(J. W. Coupar, Ext. 7242)
(Cut off date: not yet arranged)

NUREMBERG:
International Toy Fair—February 1978
Joint venture with appropriate trade association.
(P. D. Reardon, Ext. 7080)
(Cut off date: not yet arranged)

Watches and clocks

1976

PARIS:
62nd Jewellery Silverware, Clocks, Watches and Gifts Exhibition (Bijorhca)—5-13 September 1976
Joint venture with British Jewellery and Giftware Federation.
(R. E. Newton, Ext. 7205)
(Cut off date: passed)

1977

BASLE:
Swiss Industries Fair (5th European Watch, Clock and Jewellery Fair)—23 April-2 May 1977
Joint venture with:
(i) British Jewellery and Giftware Federation Ltd.
(ii) British Clock and Watch Manufacturers Association.
(Miss J. M. Neeson, Ext. 7092)
(Cut off date: passed)

1978

BASLE:
Swiss Industries Fair (5th European Watch, Clock and Jewellery Fair)—April 1978
Joint venture with appropriate trade association
(Miss J. M. Neeson, Ext. 7092)
(Cut off date: 1.4.77)

Water, effluent and air treatment plant, including anti-pollution, cleaning and refuse disposal equipment

1976

AMSTERDAM:
International Exhibition for the Treatment, Storage and Use of Water (Aquatech)—13-17 September 1976
Joint venture with City of Westminster Chamber of Commerce.
(P. D. Reardon, Ext. 7080)
(Cut off date, passed)

DUSSELDORF:
International Trade Fair for Industrial Cleaning and Works Hygiene (IGB)—13-16 October 1976
Joint venture with Westminster Chamber of Commerce
(P. F. Aitken, Ext. 7203)
(Cut off date: passed)

PARIS:
International Exhibition of Techniques for Control of Industrial and Urban Pollution—7-11 December 1976
Joint venture with Birmingham Chamber of Industry and Commerce.
(R. E. Newton, Ext. 7205)
(Cut off date: passed)

PARIS:
International Industrial Cleaning and Waste Disposal Exhibition—7-11 December 1976
Joint venture with British Electrical and Allied Manufacturers Association (BEAMA).
(R. E. Newton, Ext. 7205)
(Cut off date: passed)

1977

DUSSELDORF:
International Exhibition for Environmental Protection and Environmental Technique (Envitek)—7-12 February 1977
Joint venture with National Society for Clean Air
(P. F. Aitken, Ext. 7203)
(Cut off date: passed)

TORONTO:
Pollution Control Show—April 1977
Joint venture with appropriate trade association.
(Miss K. M. Thorogood, Ext. 7094)
(Cut off date: 30.11.76)

AMSTERDAM:
International Cleaning and Maintenance Exhibition (Interclean)—10-13 May 1977
Joint venture with appropriate trade association.
(Miss H. J. Archer, Ext. 7201)
(Cut off date: not yet arranged)

TORONTO:
70th Annual Meeting and Exhibition of the Air Pollution Control Association—20-23 June 1977
Joint venture with appropriate trade association.
(Miss K. M. Thorogood, Ext. 7094)
(Cut off date: December 1976)

BASLE:
International Water, Sewage and Air Purification Exhibition (Pro-Aqua)—June 1977
Joint venture with London Chamber of Commerce and Industry.
(Miss J. M. Neeson, Ext. 7092)
(Cut off date: 1.10.76)

TEHRAN:
International Agriculture, Water and Food Fair—28 October-4 November 1977
Joint venture with appropriate trade association.
(G. A. Casburn, Ext. 602)
(Cut off date: not yet arranged)

Other specialised fairs

1976

TRONDHEIM:
6th International Fisheries Fair (Nor Fishing '76)—9-15 August 1976
Joint venture with London Chamber of Commerce and Industry.
(T. G. Webb, Ext. 7207)
(Cut off date: 20.1.76)

COPENHAGEN:
International Stamp Exhibition (Hafnia 76)—20-29 August 1976
Joint venture with Philatelic Traders Society.
(T. G. Webb, Ext. 7207)
(Cut off date: passed)

LOUISVILLE:
International Woodworking Machinery and Furniture Supply Fair—18-22 September 1976
Joint venture with:
(i) Machine Tool Trades Association
(ii) Birmingham Chamber of Industry and Commerce.
(M. D. Seymour, Ext. 265)
(Cut off date: passed)

SAN ANTONIO:
International Association of Firechiefs Annual Conference—19-23 September 1976
Joint venture with London Chamber of Commerce.
(Miss K. M. Thorogood, Ext. 7094)
(Cut off date: passed)

MIAMI:
International Association of Chiefs of Police Convention—26-29 September 1976
Joint venture with Electronic Engineering Association.
(Miss F. J. Cooleen, Ext. 7097)
(Cut off date: passed)

PARIS:
Antiques and Works of Art Exhibition—27 September-10 October 1976
Joint venture with Fine Arts and Antiques Export Committee.
(Miss D. M. Willmot, Ext. 7211)
(Cut off date: passed)

CHICAGO:
Annual Convention and Exhibition of the Wire Association of America—4-8 October 1976
Joint venture with Wire Machinery Association.
(Miss K. M. Thorogood, Ext. 7094)
(Cut off date: passed)

DUSSELDORF:
4th International Fair for Industry, Trade and Handicraft (GLAS '76)—7-10 October 1976
Joint ventue with Glass Manufacturers Federation.
(A. S. Rees, Ext. 7045)
(Cut off date: passed)

DUSSELDORF:
International Trade Fair for Industrial Cleaning and Works Hygiene (IGB)—13-16 October 1976
Joint venture with Westminster Chamber of Commerce.
(P. F. Aitken, Ext. 7203)
(Cut off date: passed)

MILAN:
International Stamp Exhibition—14-24 October 1976
Joint venture with Philatelic Traders Society Ltd.
(Miss H. Goldberg, Ext. 571)
(Cut off date: passed)

ESSEN:
International Security and Police Equipment Exhibition (Security '76)—19-22 October 1976
Joint venture with London Chamber of Commerce and Industry.
(P. D. Reardon, Ext. 7080)
(Cut off date: passed)

AMSTERDAM:
Metal Finishing Exhibition (Interfinish Vom)—25-29 October 1976
Joint venture with the London Chamber of Commerce and Industry.
(Miss H. J. Archer, Ext. 7201)
(Cut off date: passed)

DUSSELDORF:
2nd International Trade Exhibition for Industrial Furnaces and Thermic Production Processes (Thermoprocess)—30 November-4 December 1976
Joint venture with Birmingham Chamber of Industry and Commerce.
(P. F. Aitken, Ext. 7203)
(Cut off date: passed)

1977

TOKYO:
British Export Marketing Centre Oceanics Exhibition—1-5 February 1977
Sponsored by Association of British Oceanic Industries.
Contact: M. Armstrong, Tel. 01-839 4089
(S. Morris, Ext. 360)
(Cut off date: passed)

ESSEN:
International Exhibition for Horse Sports, Leisure time Riding and Horsekeeping (Equitana '77)—2-7 March 1977
Joint venture with British Agricultural Export Council.
(P. D. Reardon, Ext. 7080)
(Cut off date: 13.9.76)

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HANOVER:
European Educational Aids and Appliances Fair (Didacta)—7-11 March 1977
Joint venture with:
(i) Book Development Council
(ii) British Educational Equipment Association.
(Miss H. J. Archer, Ext. 720)
(Cut off date: passed)

TORONTO:
Canadian Education Showplace—March 1977
Joint venture with appropriate trade association.
(Miss F. J. Cooleen, Ext. 7097)
(Cut off date: 1.9.76)

CHICAGO:
American Ceramic Society—24-27 April 1977
Joint venture with appropriate trade assocation.
(Miss K. M. Thorogood, Ext. 7094)
(Cut off date: 31.18.76)

NEW YORK:
National Premium Show—2-5 May 1977
Joint venture with British Premium Merchandise Association.
(M. J. Low, Ext. 7204)
(Cut off date: not yet arranged)

WASHINGTON:
National Fire Protection Association Fire Safety Exhibition—16-20 May 1977
Joint venture with appropriate trade association.
(Miss K. M. Thorogood, Ext. 7094)
(Cut off date: November 1976)

CHICAGO:
International Security Conference and Exhibition —22-25 May 1977
Joint venture with appropriate trade association.
(Miss K. M. Thorogood, Ext. 7094)
(Cut off date: 31.12.76)

PARIS:
Intrnational Pet Trade Fair—May 1977
Joint venture with appropriate trade association.
(Miss D. M. Wilmot, Ext. 7211)
(Cut off date: not yet arranged)

PARIS:
6th International Surface Treatment and Industrial Finishing Exhibition—May 1977
Joint venture with Birmingham Engineering and Building Centre.
(Miss D. M. Wilmot, Ext. 7211)
(Cut off date: 31.7.76)

PIACENZA:
Button Exhibition—May/June 1977
Joint venture with appropriate trade association.
(Miss H. Goldberg, Ext. 571)
(Cut off date: 1.10.76)

STUTTGART:
International Shutter and Blinds Fair (R 77)—9-12 June 1977
Joint venture with Birmingham Engineering and Building Centre.
(Miss H. J. Archer, Ext. 7201)
(Cut off date: 24.9.76)

TEHRAN:
Transport and Communications Fair—10-17 June 1977
The Department of Trade may organise a British participation.
(G. A. Casburn, Ext. 602)
(Cut off date: not yet arranged)

GRAND FORKS:
Annual Exhibition of Education Resources—13-16 June 1977
Joint venture with appropriate trade association.
(Miss F. J. Cooleen, Ext. 7097)
(Cut off date: 31.12.76)

British Export Marketing Centre Tokyo

The British Overseas Trade Board considers that the Japanese market continues to offer new and exciting growth prospects for a wide range of British exports. For a single fee of £200 firms can participate in official trade exhibitions being held in the British Export Marketing Centre, Tokyo, which was opened in September 1973. The Board will provide free of charge the floor space and a shell stand and mount the exhibits. It will also arrange to ship all exhibits to Tokyo free of charge from a central point in Britain. Before each exhibition it will mount a major advertising and publicity campaign in Japan to attract potential customers. In addition, exhibiting firms will each be able to claim £450 towards the cost of sending up to two representatives to man the stands during the exhibition. The Centre is available to British companies, or their agents, wishing to mount individual product exhibitions for a charge of £65 a day. It is also available to companies wishing to hold seminars and conferences and there are facilities for audio-visual presentations and catering. A charge of £6.50 an hour will be made. Further information on the Centre and its facilities can be obtained from Fairs and Promotions Branch (tel. 01-248 5757, ext 7104/7317/360).
The programme of exhibitions for 1976 is now complete. The programme of exhibitions for 1977 is now under consideration and information may be obtained from the Board's Export to Japan Unit (01-248 5757, ext. 614/232).

Official British Trade Exhibitions August 1976 - July 1977

Audio Equipment Exhibition—31 August-4 September 1976
Sponsored by Federation of British Audio.
(Contact: A. J. R. Terenzani, Tel. 01-734 7471)
(S. F. Morris, Ext. 360)
(Cut off date: passed)

Pipeline and Metal Finishing Equipment Exhibition—19-23 October 1976
Sponsored by Engineering Industries Assocation.
(Contact: Col. R. E. Scott, Tel. 01-863 9188)
(R. King, Ext. 7317)
(Cut off date: passed)

2nd Sports and Leisure Goods Exhibition—2-6 November 1976
Sponsored by Camping Trade Association.
(Contact: R. Saunders, Tel. 89-32529)
(R. King, Ext. 7317)
(Cut off date: passed)

Oceanics Exhibition—1-5 February 1977
Sponsored by the Association of British Oceanic Industries.
(Contact: M. Armstrong, Tel. 01-839 4089)
(S. F. Morris, Ext. 360)
(Cut off date: passed)

Medical Equipment Exhibition—15-19 February 1977
Sponsored by the British Hospitals Export Council.
(J. Harris, Tel. 01-262 2641)
(R. King, Ext. 7317)
(Cut off date: passed)

Jewellery and Giftware Exhibition—1-5 March 1977
Sponsored by the British Jewellery and Giftware Federation.
(Contact: J. W. McConnell, Tel. 01-606 0871)
(S. F. Morris, Ext. 360)
(Cut off date: passed)

Metrology and Tooling Exhibition—15-19 March 1977
Sponsored by Gauge and Tool Manufacturers' Association.
(Contact: T. W. Williams, Tel. High Wycombe 444645)
(R. King, Ext. 7317)
(Cut off date: passed)

2nd Furniture Exhibition—5-9 April 1977
Sponsored by the British Furniture Manufacturers' Federated Associations.
(Contact: J. A. Diab, Tel. 01-580 6300)
(S. F. Morris, Ext. 360)
(Cut off date: passed)

Automobile Accessories and Components Exhibition—10-14 May 1977
Sponsored by the Society of Motor Manufacturers and Traders.
(Contact: B. Whitelaw, Tel. 01-235 7000)
(R. King, Ext. 7317)
(Cut-off date: 23.7.76)

Internal Combustion Engines Exhibition—24-28 May 1977
Sponsored by the British Internal Combustion Engine Manufacturers' Association.
(Contact: K. H. Higgins, Tel. 01-734 8368)
(S. F. Morris, Ext. 360)
(Cut off date: 30.7.76)

Housewares Exhibition—5-9 July 1977
Sponsored by Hardware Manufacturers' Association.
(Contact: P. J. Kynaston, Tel. Amersham 21431)
(R. King, Ext. 7317)
(Cut off date: 7.9.76)

BASLE:
International Art Fair: June 1977
Joint venture with appropriate trade association.
(Miss J. M. Neeson, Ext. 7992)
(Cut off date: 1.3.77)

SCHERBINKA:
2nd International 'Rail Transport '77' Exhibition—July 1977
Joint venture with appropriate trade association.
(L. Devine, Ext. 7213)
(Cut off date: not yet arranged)

BRUSSELS:
International Aerosol Congress and Exhibition—19-23 September 1977
Joint venture with appropriate trade association.
(Miss J. M. Neeson, Ext. 7092)
(Cut off date: 3.1.77)

DUBLIN:
International Education and Training Exhibition and Conference (ETEX)—September 1977
Joint venture with appropriate trade association.
(Miss J. M. Neeson, Ext. 7092)
(Cut off date: 1.3.77)

UTRECHT:
International Security Exhibition 'Safety'—Autumn 1977
Joint venture with appropriate trade association.
(B. G. Doyle, Ext. 690)
(Cut off date: not yet arranged)

LOS ANGELES:
International Association of Chiefs of Police Convention—2-5 October 1977
Joint venture with appropriate trade association.
(Miss F. J. Cooleen, Ext. 7097)
(Cut off date: not yet arranged)

MOSCOW:
Exhibition of Optics used by Man, Science and Industry and in Culture and everyday life 'Optika'—13-23 October 1977
Joint venture with appropriate trade association.
(L. Devine, Ext. 7213)
(Cut off date: not yet arranged)

BOSTON:
Annual Convention and Exhibition of the Wire Association of America—17-22 October 1977
Joint venture with appropriate trade association.
(Miss K. M. Thorogood, Ext. 7094)
(Cut off date: not yet arranged)

MONTREAL:
International Conference and Exhibition of the Furniture and Woodworking Industry (Infotecanada 77)—21-23 October 1977
Joint venture with appropriate trade association.
(M. D. Seymour, Ext. 265)
(Cut off date: not yet arranged)

DUSSELDORF:
Industrial Safety and Factory Hygiene Exhibition and Congress—November 1977
Joint venture with appropriate trade association.
(P. F. Aitken, Ext. 7203)
(Cut off date: not yet arranged)

1978

USA:
National Material Handling Show—1978
Joint venture with appropriate trade association.
(M. D. Seymour, Ext. 265)
(Cut off date: not yet arranged)

USA:
National Audio-Visual Convention and Exhibition—January 1978
Joint venture with appropriate trade association.
(Miss F. J. Cooleen, Ext. 7097)
(Cut off date: August 1977)

UTRECHT:
Vat Subcontractors Exhibition—March 1978
Joint venture with appropriate trade association.
(B. C. Doyle, Ext 690)
(Cut off date, not yet arranged)

USA:
Educational Communications and Technology National Convention and Exhibition—March 1978
Joint venture with appropriate trade association.
(Miss F. J. Cooleen, Ext. 7097)
(Cut off date: not yet arranged)

TORONTO:
Canadian Education Showplace—March 1978
Joint venture with appropriate trade association.
(Miss F. J. Cooleen, Ext. 7097)
(Cut off date: not yet arranged)

USA:
American Ceramic Society—April/May 1978
Joint venture with appropriate trade association.
(Miss K. M. Thorogood, Ext. 7094)
(Cut off date: December 1977)

CHICAGO:
International Security Conference and Exhibition—May 1978
Joint venture with appropriate trade association.
(Miss K. M. Thorogood, Ext. 7094)
(Cut off date: December 1977)

BASLE:
International Art Fair—June 1978
Joint venture with appropriate trade association.
(Miss J. M. Neeson, Ext. 7092)
(Cut off date: 1.3.78)

USA:
Annual Exhibition of Education Resources—June 1978
Joint venture with appropriate trade association.
(Miss J. F. Cooleen, Ext. 7097)
(Cut off date: December 1977)

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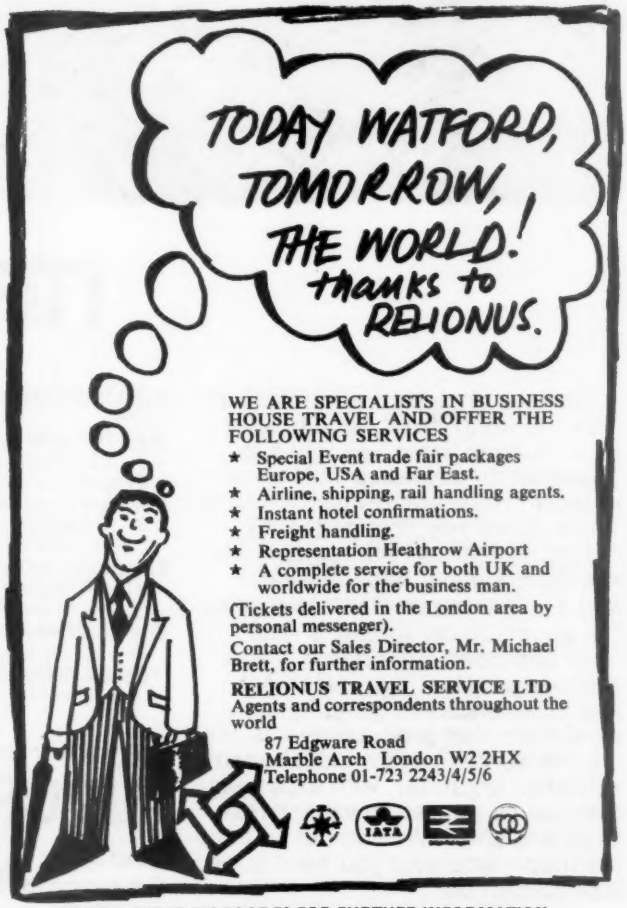
ENCIRCLE TI 9 ON PAGE 50 FOR FURTHER INFORMATION



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ENCIRCLE TI 12 ON PAGE 50 FOR FURTHER INFORMATION

ITF exhibitions put

We have organised exhibitions all over the world, from Bucharest to Buenos Aires, from São Paulo to Shanghai, from Mexico to Moscow – in recent years the British Overseas Trade Board has engaged us to mount on their behalf, major British events in Peking, Bilbao, Jakarta and Kuala Lumpur. Caracas is next. Our geographical spread is wide!

Up and down Britain, too, trade associations trust our judgement and experience in organising exhibitions that produce results. We are the world's largest independent exhibition organiser, with expertise that can be applied to exhibitions large and small. We can put you on the map – wherever you want to be. Just contact us.

Exhibitions organised by ITF
1976
MAB 76 – International Fashion Fair
5 – 8 September, National Exhibition Centre, Birmingham
Northern Floor Coverings Fair,
7 – 10 September, Exhibition Centre, Harrogate
Electronic Instruments Exhibition
21 – 23 September, Bloomsbury Centre, London
Electronic Instruments Exhibition
28 – 30 September, Grosvenor Centre, Edinburgh
London International Footwear Fair
3 – 6 October, Olympia, London
***Birmingham International Ideal Home Exhibition** 14 – 30 October, National Exhibition Centre, Birmingham
2nd Offshore International Exhibition and Conference
7 – 10 December, National Exhibition Centre, Birmingham
1977
Imbex 77 – International Men's and Boys' Wear Exhibition
28 February – 4 March, Earls Court, London

*Birmingham International Ideal Home Exhibition is organised jointly by Birmingham Post and Ma

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Head Office: Radcliffe House, Blenheim Court, Solihull, West Midlands B91 2BG Te
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ENCIRCLE TI 5 ON PAGE 50 FOR FURTHER INFORMATION

ut you on the map.

Labex International 77
7–11 March, National Exhibition Centre, Birmingham
Pakex 77 – International Packaging Exhibition 14–18 March, National Exhibition Centre, Birmingham
British Industrial Exhibition
Caracas, Venezuela 15–24 March
International Mechanical Handling Exhibition – Movement 77
16–21 May, National Exhibition Centre, Birmingham
London Electronic Component Show
17–20 May, Olympia, London

MAB 77 – International Fashion Fair
4–7 September, National Exhibition Centre, Birmingham
Northern Floor Coverings Fair
6–9 September, Exhibition Centre, Harrogate
Interplas 77 – The International Plastics and Rubber Exhibition in Europe for 1977
15–23 September, National Exhibition Centre, Birmingham
***Birmingham International Ideal Home Exhibition**
23 September–15 October, National Exhibition Centre, Birmingham

1978
IEA – Electrex 78 – International Electrical, Electronic and Instrument Exhibition
13–17 March, National Exhibition Centre, Birmingham
Iphex 78 – International Pneumatics and Hydraulics Exhibition 13–17 March, National Exhibition Centre, Birmingham
Natprint 78 – National Printing Machinery Exhibition
10–14 April, National Exhibition Centre, Birmingham
Hevac 78 – International Heating, Ventilating and Air Conditioning Exhibition 10–14 April, National Exhibition Centre, Birmingham

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British shopping weeks and store promotions

1976

Shopping weeks

Belgium

HASSELT, 3-11 September 1976
British Shopping Week.
(Miss J. M. Neeson, Ext. 7092)

Italy

FLORENCE, 13-21 November 1976
Consumer goods promotion.
(Miss H. Goldberg, Ext. 571)

Sweden

KALMAR, 20-29 August 1976
British Shopping Week.
Consumer goods promotion by the Kalmar Retailers' Association.
(T. G. Webb, Ext. 7207)

Store promotions

Belgium

22 October-4 November 1976
MAKRO Store. Promotion in six "Cash and Carry" Stores.
(Miss J. M. Neeson, Ext. 7092)

Canada

VANCOUVER, 1-16 October 1976
Edward Chapman Ltd.
British Store Promotion featuring men's and ladies' wear.
(J. E. Henderson, Ext. 318)

Denmark

COPENHAGEN, 26 August-4 September 1976
Magasin Group Store Promotion.
Promotion of foodstuffs in five Stores.
(T. G. Webb, Ext. 7207)

Italy

23 August-30 September 1976
Store Promotion in 32 Coin Stores.
Promotion will feature full range of goods sold by Department Stores (excluding food).
(Miss H. Goldberg, Ext. 571)

NAPLES, 15-30 October 1976
London House, Promotion will feature high quality menswear.
(Miss H. Goldberg, Ext. 571)

Japan

OSAKA, mid-October 1976
Hankyu department store.
UK inquiries: Booker Export Services Ltd., The Adelphi, John Adam Street, London W.C.2 (Tel. 01-930 4041).
(S. Morris, Ext. 360)

Luxembourg

6-13 November 1976
Promotion of British toys in 18 shops throughout Luxembourg.
(Miss J. M. Neeson, Ext. 7092)

Netherlands

THE HAGUE, 1-22 September 1976
Pander NV.
(B. G. Doyle, Ext. 690)

Singapore

9-24 October 1976
ISETAN British Store Promotion.
(Isetan Emporium (SINGAPORE) PTE Ltd Havelock, Outram Roads, Singapore 3).
(P. A. Greig, Ext. 7099)

Switzerland

GENEVA, 18 September-2 October 1976
Unipraille Sa. Promotion will feature foodstuffs, knitwear, furniture, giftware and hardware.
(Miss J. M. Neeson, Ext. 7092)

USA

Philadelphia—4-29 October 1976
John Wanamater Store Promotion.
UK inquiries to O. Ziegler Ltd., 12 Great Portland Street, London W.1.
(Contact: E. R. Edmonds, Tel. 580 6946)
(M. J. Low, Ext. 7204)

Missions

Inward missions

1976

Overseas Visitor's Bureau contact for general enquiries relating to inward missions: Miss G. M. Stannard, Tel. 01-248 5757, Ext. 463

Already Arranged
Sweden August-September 1976
Agricultural Machinery
(BOTB: T. Williams, Tel. 01-248 5757 Ext. 7196)

Belgium September 1976
Foodstuffs
British Food Export Council
(Contact: P. C. Platten, Tel. 01-480 6594/5)

Global September 1976
Yachting Editors
Ship and Boat Builders National Federation
(Contact: A. D. H. Hough, Tel. 01-405 7481)

Austria October 1976
Foodstuffs
British Food Export Council
(Contact: P. C. Platten, Tel. 01-480 6594/5)

Spain October 1976
Finance and Banking
Committee on Invisible Exports
(Contact: J. Frost, Tel. 01-626 3641)

South Africa October 1976
Mining Equipment
Association of British Mining Equipment Exporters
(Contact: D. A. Corker, Tel. 0742 21071)

Netherlands October 1976
Hand Tools
Federation of British Hand Tool Manufacturers
(Contact: W. R. Eccles, Tel. 0742 663084)

South Africa Dates to be agreed
Construction Equipment
(BOTB: J. Kerslake, Tel. 01-248 5757 Ext. 685)

Norway Dates to be agreed
Offshore Oil Supplies Control Systems
(BOTB: G. Foden, Tel. 01-248 5757 Ext. 7033)

West Germany Dates to be agreed
Nuclear and Radiation Products and Equipment for Diagnosis and Therapy
(BOTB: J. Kerslake, Tel. 01-248 5757 Ext. 685)

Under Consideration
Netherlands September 1976
Reproduction Furniture
(BOTB: J. Kerslake, Tel. 01-248 5757 Ext. 685)

South Korea November 1976
Construction Equipment
Federation of Manufacturers of Construction Equipment and Cranes
(Contact: D. R. Barrell Tel. 353 3020)

Belgium December 1976
Footwear
British Footwear Manufacturers Federation
(Contact: Mrs. C. M. Long, Tel. 01-437 5573)

West Germany Dates to be agreed
Computer Software
Computer Services Association
(Contact: Miss D. Kirby, Tel. 01-404 2172)

South Africa
Audio Visual Aids
(BOTB: T. Williams, Tel. 01-248 5757 Ext. 7196)

Spain
Paper Converting Machinery
(BOTB: J. Kerslake, Tel. 01-248 5757 Ext. 685)

USSR
Hospital Equipment
British Hospitals Export Council
(Contact: J. Harris, Tel. 01-262 2641)

Western Europe
Domestic Furniture and Giftware
Council for Small Industries in Rural Areas
(Contact: R. Neve, Tel. 07476 2423)

Iran
Commodity Services
Committee on Invisible Exports
(Contact: J. Frost, Tel. 01-626 3641)

USA
Hydraulics
Association of Hydraulic Equipment Manufacturers
(Contact: J. Nosworthy, Tel. 01-834 0855)

South Africa
Railroad Technology
(BOTB: J. Kerslake, Tel. 01-248 5757 Ext. 685)

Poland
Automated Draughting Equipment
(BOTB: G. Foden, Tel. 01-248 5757 Ext. 7033)

Portugal
Food Processing Equipment
(BOTB: G. Foden, Tel. 01-248 5757 Ext. 7033)

Outward missions

Africa

1976

South Africa 24 August-3 September 1976
British Agricultural Export Council
(Contact: C. Crosthwaite Eyre, Tel. 01-245 9819)
(FPB contact: S. J. Seaman, Ext. 325)
(Cut off date: passed)

South Africa 11-25 September 1976
Birmingham Chamber of Commerce and Industry
(Contact: G. Ashmore, Tel. 021-454 6171)
(FPB contact: S. J. Seaman, Ext. 325)
(Cut off date: passed)

Kenya 22 September-2 October 1976
Birmingham Chamber of Commerce
(Contact: T. L. Edgar, Tel. 021-454 6171)
(FPB contact: N. J. D. Robinson, Ext. 7011)
(Cut off date: passed)

South Africa 25 September-16 October 1976
Nottingham Chamber of Commerce
(Contact: N. J. C. Hough, Tel. Nottingham 45678)
(FPB contact: S. J. Seaman, Ext. 325)
(Cut off date: passed)

Nigeria 2-16 October 1976
Westminster Chamber of Commerce
(Contact: D. A. A. Treherne, Tel. 01-734 2851)
(FPB contact: N. J. D. Robinson, Ext. 7011)
(Cut off date: passed)

Tanzania, Kenya, Malawi, Zambia 2-24 October 1976
Westminster Chamber of Commerce
(Contact: D. A. A. Treherne, Tel. 01-734 2851)
(FPB contact: N. J. D. Robinson, Ext. 7011)
(Cut off date: passed)

South Africa 8-29 October 1976
Westminster Chamber of Commerce
(Contact: D. A. A. Treherne, Tel. 01-734 2851)
(FPB contact: S. J. Seaman, Ext. 325)
(Cut off date: passed)

South Africa 6-20 November 1976
Engineering Industries Association
(Contact: Col. R. E. Scott MBE MC, Tel. 01-863 9188)
(FPB contact: S. J. Seaman, Ext. 325)
(Cut off date: passed)

Nigeria and Ghana 13-28 November 1976
Engineering Industries Association
(Contact: Col. R. E. Scott MBE MC, Tel. 01-863 9188)
(FPB contact: N. J. D. Robinson, Ext. 7011)
(Cut off date: passed)

South Africa 20 November-4 December 1976
The North Staffordshire Chamber of Commerce and Industry
(Contact: J. J. Glover, Tel. Stoke on Trent 44731)
(FPB contact: S. J. Seaman, Ext. 325)
(Cut off date: 20.8.76)

1977

South Africa 24 January-14 February 1977
Engineering Industries Association
(Contact: Col. R. E. Scott MBE MC, Tel. 01-863 9188)
(FPB contact: S. J. Seaman, Ext. 325)
(Cut off date: 22.10.76)

South Africa 12 February-5 March 1977
British Printing Machinery Association
(Contact: W. Maxwell, Tel. 01-405 9610)
(FPB contact: S. J. Seaman, Ext. 325)
(Cut off date: 12.9.76)

Canary Islands, Senegal, Liberia and Ivory Coast 20 February-5 March 1977
Birmingham Chamber of Industry and Commerce
(Contact: T. L. Edgar, Tel. 021-456 6171)
(FPB contact: N. J. D. Robinson, Ext. 7011)
(Cut off date: 24.9.76)

Nigeria 24 February-5 March 1977
Birmingham Engineering and Building Centre
(Contact: D. Perkins, Tel. 021-643 1914)
(FPB contact: N. J. D. Robinson, Ext. 7011)
(Cut off date: 20.10.76)

SOUTH Africa 26 February-18 March 1977
Walsall Chamber of Commerce
(Contact: J. M. Evans, Tel. Walsall 25617)
(FPB contact: S. J. Seaman, Ext. 325)
(Cut off date: 26.9.76)

Nigeria 14-25 March 1977
British Hand Tool Manufacturers
(Contact: Mr. Eccles, Tel. Sheffield 663084)
(FPB contact: N. J. D. Robinson, Ext. 7011)
(Cut off date: 14.10.76)

Nigeria 18-29 April 1977
Bristol Chamber of Commerce
(Contact: Mrs. B. Childs, Tel. Bristol 37081)
(FPB contact: N. J. D. Robinson, Ext. 7011)
(Cut off date: 29.10.76)

Nigeria 9-20 May 1977
Glasgow Chamber of Commerce
(Contact: M. Neill, Tel. 041-204 2121)
(FPB contact: N. J. D. Robinson, Ext. 7011)
(Cut off date: 10.12.76)

Nigeria 20 June-9 July 1977
Catering Equipment Manufacturers Association of Great Britain
(Contact: R. E. Beckett, Tel. 01-439 3693)
(FPB contact: N. J. D. Robinson, Ext. 7011)
(Cut off date: 20.1.77)

Nigeria 1-12 August 1977
Business Equipment Trade Association
(Contact: R. D. D'Urban, Tel. 01-405 6233)
(FPB contact: N. J. D. Robinson, Ext. 7011)
(Cut off date: Not yet arranged)

Nigeria 5-16 September 1977
Export Council for the Jewellery and Giftware Industries
(Contact: C. J. O. Webb, Tel. 01-606 2451)
(FPB contact: N. J. D. Robinson, Ext. 7011)
(Cut off date: 1.6.77)

Nigeria 17-28 October 1977
British Plastics Federation
(Contact: D. Brown, Tel. 01-734 2041)
(FPB contact: N. J. D. Robinson, Ext. 7011)
(Cut off date: 13.5.77)

South Africa 5-19 November 1977
Engineering Industries Association
(Contact: Col. R. E. Scott MBE MC, Tel. 01-863 9188)
(FPB contact: S. J. Seaman, Ext. 325)
(Cut off date: 5.8.77)

Nigeria 21 November-2 December 1977
Manchester Chamber of Commerce
(Contact: D. M. Arrandale, Tel. 061-832 5574)
(FPB contact: N. J. D. Robinson, Ext. 7011)
(Cut off date: not yet arranged)

Americas, including the Caribbean

1976

Brazil, Venezuela 16-27 August 1976
Northern Ireland Chamber of Commerce
(Contact: W. C. S. Wilson, Tel. Belfast 34488)
(FPB contact: N. J. D. Robinson, Ext. 7011)
(Cut off date: passed)

Brazil 22-30 August 1976
British Agricultural Export Council
(Contact: D. Knapman, Tel. 01-245 9819)
(FPB contact: N. J. D. Robinson, Ext. 7011)
(Cut off date: passed)

Venezuela 4-11 September 1976
Scottish Council Development and Industry
(Contact: Miss M. Bell, Tel. 031-225 7911)
(FPB contact: N. J. D. Robinson, Ext. 7011)
(Cut off date: passed)

USA, Canada 7-17 September 1976
Briar Pipe Trade Association
(Contact: L. A. Chapuis, Tel. 01-992 0873)
(FPB contact: M. J. Low, Ext. 7204)
(Cut off date: passed)

USA (East Coast) 11-22 September 1976
North of England Development Council
(Contact: A. Wilson, Tel. Stockton-on-Tees 612525)
(FPB contact: J. W. Coupar, Ext. 7242)
(Cut off date: passed)

USA, Canada 11-25 September 1976
British Ceramic Manufacturers Federation
(Contact: N. Nelson, Tel. Stoke-on-Trent 48631)
(FPB contact: M. J. Low, Ext. 7204)
(Cut off date: passed)

Caribbean 12-24 September 1976
West India Committee
(Contact: Miss L. Boyd, Tel. 01-629 6353)
(FPB contact: J. E. Henderson, Ext. 318)
(Cut off date: passed)

Canada, USA 12 September-1 October 1976
Federation of Sussex Industries
(Contact: Mrs. N. Potter, Tel Brighton 26282)
(FPB contact: J. E. Henderson, Ext. 318)
(Cut off date: passed)

Brazil, Venezuela 13 September-4 October 1976
Westminster Chamber of Commerce
(Contact: D. A. A. Treherne, Tel. 01-734 2851)
(FPB contact: N. J. D. Robinson, Ext. 7011)
(Cut off date: passed)

Canada 18-25 September 1976
Birmingham Chamber of Industry and Commerce
(Contact: T. A. Jackson, Tel. 021-454 6171)
(FPB contact: J. E. Henderson, Ext. 318)
(Cut off date: passed)

USA 18-30 September 1976
London Chamber of Commerce
(Contact: A. J. Patching, Tel. 01-248 4444)
(FPB contact: J. W. Coupar, Ext. 7242)
(Cut off date: passed)

USA, Canada 18 September-2 October 1976
Master Craftsmen's Association and Retail Export Group
(Contact: O. T. Gallaway, Tel. 01-734 4809)
(FPB contact: J. E. Henderson, Ext. 318)
(Cut off date: passed)

USA 18 September-2 October 1976
Association of British Mining Equipment Exporters (ABMEX)
(Contact: D. A. Corker, Tel. Sheffield 21071)
(FPB contact: M. D. Seymour, Ext. 265)
(Cut off date: passed)

Canada 22-30 September 1976
British Food Export Council
(Contact: I. D. Harrison, Tel. 01-480 6594)
(FPB contact: M. J. Low, Ext. 7204)
(Cut off date: passed)

USA 25 September-9 October 1976
Glasgow Chamber of Commerce
(Contact: M. Neil, Tel. 041-204 2121)
(FPB contact: J. W. Coupar, Ext. 7242)
(Cut off date: passed)

USA and Canada 25 September-9 October 1976
Scottish Council Development and Industry
(Contact: J. D. Anderson, Tel. 031-225 7911)
(FPB contact: J. E. Henderson, Ext. 318)
(Cut off date: passed)

USA, Canada 27 September-9 October 1976
Irish Linen Merchants Association
(Contact: E. O. L. Seccombe, Tel. Lisburn 77577)
(FPB contact: M. J. Low, Ext. 7204)
(Cut off date: passed)

USA 29 September-12 October 1976
Ship and Boat Builders National Federation
(Contact: D. Hough, Tel. 01-405 7481)
(FPB contact: J. W. Coupar, Ext. 7242)
(Cut off date: passed)

Brazil 1-15 October 1976
London Chamber of Commerce
(Contact: J. M. Worsley, Tel. 01-248 4444)
(FPB contact: N. J. D. Robinson, Ext. 7011)
(Cut off date: passed)

Venezuela 4-7 October 1976
British Metalworking Plant Manufacturers Association
(Contact: N. J. D. Robinson, Ext. 7011)
(Cut off date: passed)

Venezuela 9-15 October 1976
Leicester Chamber of Commerce and Industry
(Contact: H. L. Milliard, Tel. Leicester 27171)
(FPB contact: N. J. D. Robinson, Ext. 7011)
(Cut off date: passed)

USA 9-16 October 1976
Birmingham Chamber of Industry and Commerce
(Contact: R. Grier, Tel. 021-454 6171)
(FPB contact: J. E. Henderson, Ext. 318)
(Cut off date: passed)

USA, Canada 10-22 October 1976
British Knitting Export Council
(Contact: A. R. Bicknell, Tel. 01-734 6277)
(FPB contact: J. E. Henderson, Ext. 318)
(Cut off date: passed)

Canada 16-30 October 1976
Scottish Development Agency
(Contact: W. R. V. Percy, Tel. 031-225 2846)
(FPB contact: J. E. Henderson, Ext. 318)
(Cut off date: passed)

USA 19-29 October 1976
Coventry Chamber of Commerce
(Contact: I. Moulson, Tel. Coventry 51777)
(FPB contact: J. E. Henderson, Ext. 318)
(Cut off date: passed)

Venezuela 31 October-13 November 1976
Agricultural Engineers Association
(Contact: E. C. Lanning, Tel. 01-828 7973/6)
(FPB contact: N. J. D. Robinson, Ext. 7091)
(Cut off date: passed)

Brazil, Venezuela 4-26 November 1976
Coventry Chamber of Commerce
(Contact: R. G. Millington, Tel. Coventry 51777)
(FPB contact: N. J. D. Robinson, Ext. 7011)
(Cut off date: passed)

Jamaica, Trinidad 6-20 November 1976
Birmingham Chamber of Industry and Commerce
(Contact: R. Grier, Tel. 021-454 6171)
(FPB contact: J. E. Henderson, Ext. 318)
(Cut off date: 7.8.76)

Canada, USA 7-15 November 1976
Agricultural Engineers Association
(Contact: Mr. E. Lanning, Tel. 01-828 7973)
(FPB contact: Miss F. Cooleen, Ext. 7097)
(Cut off date: passed)

Guyana, Surinam 20-26 November 1976
London Chamber of Commerce
(Contact: J. M. Worsley, Tel. 01-248 4444)
(FPB contact: N. J. D. Robinson, Ext. 7011)
(Cut off date: passed)

Brazil 22-26 November 1976
Dundee and Tayside Chamber of Commerce and Industry (Offshore Oil Mission)
(Contact: C. W. Simms, Tel. Dundee 22122)
(FPB contact: N. J. D. Robinson, Ext. 7011)
(Cut off date: passed)

Venezuela 4-12 December 1976
Industrial Council Educational Training Technology
(Contact: Miss S. Down, Tel. 01-437 0678)
(FPB contact: N. J. D. Robinson, Ext. 7011)
(Cut off date: 31.8.76)

1977

USA 12-22 January 1977
British Furniture Manufacturers Federated Associations.
(Contact: J. Diab, Tel. 01-580 6300)
(FPB contact: J. E. Henderson, Ext. 318)
(Cut off date: 31.8.76)

USA 23 January-6 February 1977
Coventry Chamber of Commerce
(Contact: I. Moulson, Tel. Coventry 51777)
(FPB contact: J. E. Henderson, Ext. 318)
(Cut off date: 31.8.76)

USA 5-12 March 1977
Birmingham Chamber of Industry and Commerce
(Contact: R. Grier, Tel. 021-454 7171)
(FPB contact: J. E. Henderson, Ext. 318)
(Cut off date: 5.10.76)

Brazil 7-18 March 1977
Merseyside Chamber of Commerce
(Contact: C. P. Mercier, Tel. 051-227 1234)
(FPB contact: N. J. D. Robinson, Ext. 7011)
(Cut off date: 3.12.76)

USA (South West Coast) 12-25 March 1977
North of England Development Council
(Contact: A. Wilson, Tel. Stockton-on-Tees 612525)
(FPB contact: J. W. Coupar, Ext. 7242)
(Cut off date: 12.12.76)

Brazil 18-25 March 1977
Development Corporation for Wales
(Contact: M. Lewis, Tel. Cardiff 21208)
(FPB contact: N. J. D. Robinson, Ext. 7011)
(Cut off date: 17.12.76)

Peru 15-23 April 1977
Birmingham Chamber of Industry and Commerce
(Contact: T. A. Jackson, Tel. 021-454 6171)
(FPB contact: N. J. D. Robinson, Ext. 7011)
(Cut off date: 15.11.76)

Brazil 3-14 May 1977
Birmingham Chamber of Industry and Commerce
(Contact: R. Grier, Tel. 021-454 6171)
(FPB contact: N. J. D. Robinson, Ext. 7011)
(Cut off date: 31.1.77)

USA 7-21 May 1977
Coventry Chamber of Commerce
(Contact: I. Moulson, Tel. Coventry 51777)
(FPB contact: M. D. Seymour, Ext. 265)
(Cut off date: 1.12.76)

Brazil 16-27 May 1977
Manchester Chamber of Commerce
(Contact: S. Butler, Tel. 061-832 5574)
(FPB contact: N. J. D. Robinson, Ext. 7011)
(Cut off date: 4.2.77)

Venezuela 23 May-1 June 1977
Association of Hydraulic Equipment Manufacturers
(Contact: J. F. Nosworthy, Tel. 01-834 0855)
(FPB contact: N. J. D. Robinson, Ext. 7011)
(Cut off date: 17.12.76)

Brazil 6-17 June 1977
Scottish Council for Development and Industry
(Contact: Miss M. Bell, Tel. 031-225 7911)
(FPB contact: N. J. D. Robinson, Ext. 7011)
(Cut off date: 28.2.77)

Cuba 11-17 June 1977
Birmingham Chamber of Commerce
(Contact: T. A. Jackson, Tel. 021-454 6171)
(FPB contact: M. J. Low, Ext. 7204)
(Cut off date: not yet arranged)

Brazil 20 June-1 July 1977
British Hospital Export Council
(Contact: J. Harris, Tel. 01-262 2641)
(FPB contact: N. J. D. Robinson, Ext. 7011)
(Cut off date: 18.3.77)

Brazil and Venezuela 4-22 July 1977
Engineering Industries Association (ENG-TRADE '47)
(Contact: Miss V. A. How, Tel. 01-863 9188)
(FPB contact: N. J. D. Robinson, Ext. 7091)
(Cut off date: 4.2.77)

Peru, Ecuador, Venezuela 11-30 September 1977
Coventry Chamber of Commerce
(Contact: I. Moulson, Tel. Coventry 51777)
(FPB contact: N. J. D. Robinson, Ext. 7011)
(Cut off date: 4.4.77)

Mexico 17-24 September 1977
Birmingham Chamber of Commerce
(Contact: T. A. Jackson, Tel. 021-454 6171)
(FPB contact: N. J. D. Robinson, Ext. 7011)
(Cut off date: 17.7.77)

Venezuela 3-14 October 1977
London Chamber of Commerce and Industry
(Contact: J. N. Worsley, Tel. 01-248 4444)
(FPB contact: N. J. D. Robinson, Ext. 7011)
(Cut off date: 3.5.77)

Brazil 3-14 October 1977
British Plastics Federation
(Contact: D. Brown, Tel. 01-734 2041)
(FPB contact: N. J. D. Robinson, Ext. 7011)
(Cut off date: 3.5.77)

Brazil, Venezuela 15-29 October 1977
Birmingham Engineering and Building Centre
(Contact: D. W. Perkins, Tel. 021-643 1914)
(FPB contact: N. J. D. Robinson, Ext. 7011)
(Cut off date: 15.7.77)

Brazil 7-18 November 1977
Walsall Chamber of Commerce
(Contact: N. E. Turner, Tel. Walsall 25671)
(FPB contact: N. J. D. Robinson, Ext. 7011)
(Cut off date: 1.5.77)

Mexico 16-25 November 1977
Scottish Council Development and Industry
(Contact: Miss M. Bell, Tel. 031-225 7911)
(FPB contact: N. J. D. Robinson, Ext. 7011)
(Cut off date: 23.7.77)

1978

Brazil, Venezuela 20 February-13 March 1978
Westminster Chamber of Commerce
(Contact: D. A. A. Treherne, Tel. 01-734 2851)
(FPB contact: N. J. D. Robinson, Ext. 7011)
(Cut off date: 18.11.77)

Asia (Far East)

1976

Singapore, Indonesia 27 August-11 September 1976
Leicester and Country Chamber of Commerce and Industry
(Contact: H. L. Milliard, Tel. Leicester 27171)
(FPB contact: P. A. Greig, Ext. 7093)
(Cut off date: passed)

Japan 6-18 September 1976
Association of Hydraulic Equipment Manufacturers
(Contact: J. Nosworthy, Tel. 01-834 0855)
(FPB contact: S. Morris, Ext. 360)
(Cut off date: passed)

Singapore, Malaysia (Singapore 10-17 September, Malaysia 18-25 September) 10-25 September 1976
Birmingham Engineering and Building Centre
(Contact: D. W. Perkins, Tel. 021-643 1914)
(FPB contact: P. A. Greig, Ext. 7099)
(Cut off date: passed)

Japan, Hong Kong 13-30 September 1976
Bristol Chamber of Commerce, Industry and Shipping
(Contact: Mrs. B. Childs, Tel. Bristol 37081)
(FPB contact: S. Morris, Ext. 360)
(Cut off date: passed)

Japan 20 September-2 October 1976
British Leathergoods Manufacturers Association
(Contact: J. H. Keene, Tel. 01-407 1582)
(FPB contact: S. Morris, Ext. 360)
(Cut off date: passed)

Indonesia 1-11 October 1976
Agricultural Engineers Association
(Contact: E. C. Lanning, Tel. 01-828 7973/6)
(FPB contact: P. A. Greig, Ext. 7099)
(Cut off date: passed)

Singapore, Malaysia 1-16 October 1976
Coventry Chamber of Commerce
(Contact: R. G. Millington, Tel. Coventry 51777)
(FPB contact: P. A. Greig, Ext. 7099)
(Cut off date: passed)

Thailand and Hong Kong 2-15 October 1976
Birmingham Chamber of Industry and Commerce
(Contact: R. Grier, Tel. 021-454 6171)
(FPB contact: S. Morris, Ext. 360)
(Cut off date: passed)

Japan 4-16 October 1976
Edinburgh Chamber of Commerce
(Contact: D. M. Mowat, Tel. 031-225 5851)
(FPB contact: S. Morris, Ext. 360)
(Cut off date: passed)

Indonesia, Singapore 8-29 October 1976
North of England Development Council
(Contact: A. Wilson, Tel. Stockton-on-Tees 612525)
(FPB contact: P. A. Greig, Ext. 7099)
(Cut off date: passed)

Japan, Hong Kong 9-29 October 1976
Development Corporation for Wales
(Contact: M. Lewis, Tel. Cardiff 21208)
(FPB contact: R. King, Ext. 7317)
(Cut off date: passed)

Korea, Republic of (South Korea) 11-22 October 1976
London Chamber of Commerce and Industry
(Contact: E. M. MacDonald, Tel. 01-248 4444)
(FPB contact: R. King, Ext. 7317)
(Cut off date: passed)

Japan, Singapore 18 October-4 November 1976
Manchester Chamber of Commerce
(Contact: Mr. Howarth, Tel. 061- 832 5574)
(FPB contact: S. Morris, Ext. 360)
(Cut off date: passed)

Japan 6-21 November 1976
Luton, Dunstable and District Chamber of Commerce
(Contact: H. H. Gore, Tel. Luton 23456)
(FPB contact: R. King, Ext. 7317)
(Cut off date: passed)

Japan 13-27 November 1976
Northern Ireland Chamber of Commerce
(Contact: Mrs. D. Cunningham, Tel. Belfast 34488)
(FPB contact: R. King, Ext. 7317)
(Cut off date: passed)

Singapore, Malaysia 15-27 November 1976
Federation of British Hand Tool Manufacturers
(Contact: W. R. Eccles, Tel. Sheffield 663084)
(FPB contact: P. A. Greig, Ext. 7099)
(Cut off date: passed)

Thailand, Hong Kong 15-27 November 1976
London Chamber of Commerce
(Contact: Miss D. Wright, Tel. 01-248 4444)
(FPB contact: S. Morris, Ext. 360)
(Cut off date: 13.8.76)

Singapore, Malaysia 26 November-11 December 1976
Cardiff Chamber of Commerce and Industry
(Contact: F. E. Osborne, Tel. Cardiff 21648)
(FPB contact: P. A. Greig, Ext. 7099)
(Cut off date: passed)

Japan 27 November-12 December 1976
Merseyside Chamber of Commerce and Industry
(Contact: C. P. Mercier, Tel. 051-227 1234)
(FPB contact: R. King, Ext. 7317)
(Cut off date: passed)

1977

Singapore, Philippines, Hong Kong 14 January-7 February 1977
Wessex Export Club
(Contact: D. Mathews, Tel. Dorchester 852377)
(FPB contact: P. A. Greig, Ext. 7099)
(Cut off date: 14.8.76)

Korea, Republic of (South Korea) 18 March-2 April 1977
Engineering Industries Association
(Contact: Col. R. E. Scott, Tel. 01-863 9188)
(FPB contact: R. King, Ext. 7317)
(Cut off date: 19.10.76)

Singapore, Malaysia 1-16 April 1977
Wolverhampton Chamber of Commerce
(Contact: C. J. Carder, Tel. Wolverhampton 26726)
(FPB contact: P. A. Greig, Ext. 7099)
(Cut off date: 5.11.76)

Singapore, Indonesia 15-30 April 1977
Birmingham Chamber of Industry and Commerce
(Contact: C. Harvey, Tel. 021-454 6171)
(FPB contact: P. A. Greig, Ext. 7099)
(Cut off date: 5.11.76)

Singapore, Philippines, Hong Kong 7-29 May 1977
Engineering Industries Association
(Contact: Col. R. E. Scott, Tel. 01-863 9188)
(FPB contact: P. A. Greig, Ext. 7099)
(Cut off date: not yet arranged)

Hong Kong, Indonesia, Thailand 10 June-2 July 1977
Birmingham Engineering and Building Centre
(Contact: D. W. Perkins, Tel. 021-643 1914)
(FPB contact: P. A. Greig, Ext. 7099)
(Cut off date: 2.1.77)

Asia (Middle East)

1976

Kuwait, Bahrain, Qatar, Abu Dhabi, Dubai, Oman 1-23 October 1976
Kent and Sussex Exporters Club
(Contact: T. P. Veitch, Tel. Tunbridge Wells 23039)
(FPB contact: P. G. H. Robinson, Ext. 7314)
(Cut off date: passed)

Saudi Arabia, Bahrain, Abu Dhabi, Dubai, Qatar, Omar 1-25 October 1976
Humberside Institute of Exporters
(Contact: R. Hildyard, Tel. Hull 443211)
(FPB contact: P. G. H. Robinson, Ext. 7314)
(Cut off date: passed)

Saudi Arabia 7-22 October 1976
South Wales Exporters Club
(Contact: H. C. Blanch, Tel. Caerphilly 885701)
(FPB contact: G. A. Casburn, Ext. 602)
(Cut off date: passed)

Egypt 12-22 October 1976
Westminster Chamber of Commerce
(Contact: D. A. A. Treherne, Tel. 01-734 2851)
(FPB contact: P. G. H. Robinson, Ext. 7314)
(Cut off date: passed)

Iran 17-26 October 1976
London Chamber of Commerce and Industry
(Contact: A. J. Patching, Tel. 01-248 4444)
(FPB contact: G. A. Casburn, Ext. 602)
(Cut off date: passed)

Kuwait, Qatar, Abu Dhabi, Dubai 22 October-6 November 1976
Birmingham Chamber of Commerce
(Contact: G. Ashmore, Tel. 021-454 6171)
(FPB contact: P. G. H. Robinson, Ext. 7314)
(Cut off date: passed)

Saudi Arabia, Yemen Arab Republic 24 October-8 November 1976
London Chamber of Commerce
(Contact: E. Hudepohl, Tel. 01-248 4444)
(FPB contact: P. G. H. Robinson, Ext. 7314)
(Cut off date: passed)

Sudan 30 October-9 November 1976
London Chamber of Commerce and Industry
(Contact: J. Muir, Tel. 01-248 4444)
(FPB contact: N. J. D. Robinson, Ext. 7011)
(Cut off date: passed)

Kuwait, Bahrain, Abu Dhabi, Dubai 5-18 November 1976
Leicester Chamber of Commerce
(Contact: A. H. Green, Tel. Leicester 27171)
(FPB contact: P. G. H. Robinson, Ext. 7314)
(Cut off date: passed)

Egypt, Syria 12-26 November 1976
Glasgow Chamber of Commerce
(Contact: Mrs. I. MacKenzie, Tel. 041-204 2121)
(FPB contact: G. A. Casburn, Ext. 602)
(Cut off date: passed)

Kuwait, Bahrain, Qatar, Abu Dhabi, Dubai 12 November-1 December 1976
Scottish Council Development and Industry
(Contact: Miss M. Bell, Tel. 031-225 7911)
(FPB contact: G. A, Casburn, Ext. 602)
(Cut off date: passed)

Iran 3-13 December 1976
Bristol Chamber of Commerce, Industry and Shipping
(Contact: Mrs. B. Childs, Tel. Bristol 37081)
(FPB contact: G. A. Casburn, Ext. 602)
(Cut off date: 3.9.76)

Kuwait 6-13 December 1976
London Chamber of Commerce
(Contact: D. L. Price, Tel. 01-248 4444)
(FPB contact: P. G. H. Robinson, Ext. 7314)
(Cut off date: passed)

Kuwait, Bahrain, Abu Dhabi, Qatar, Oman 6-20 December 1976
British Jewellery and Giftware Federation
(Contact: Mr. McConnell, Tel. 01-606 0871)
(FPB contact: P. G. H. Robinson, Ext. 7314)
(Cut off date: passed)

1977

Libya, Egypt 13-27 January 1977
Birmingham Chamber of Industry and Commerce
(Contact: G. Ashmore, Tel. 021-454 6171)
(FPB contact: G. A. Casburn, Ext. 602)
(Cut off date: 13.8.76)

Iran 14-25 January 1977
Scottish Council Development and Industry
(Contact: D. Reid, Tel. 031-225 7911)
(FPB contact: G. A. Casburn, Ext. 602)
(Cut off date: 17.9.76)

Libya 8-17 February 1977
London Chamber of Commerce and Industry
(Contact: A. J. Patching, Tel. 01-248 4444)
(FPB contact: G. A. Casburn, Ext. 602)
(Cut off date: 8.9.76)

Israel 8-14 May 1977
Birmingham Chamber of Industry and Commerce
(Contact: G. Ashmore, Tel. 021-454 6171)
(FPB contact: Miss J. Neeson, Ext. 7092)
(Cut off date: 8.12.76)

Australasia

1976

Australia, New Zealand 2-28 September 1976
Engineering Industries Association
(Contact: Col. R. E. Scott, Tel. 01-863 9188)
(FPB contact: Mrs. W. M. MacIver, Ext. 7093)
(Cut off date: passed)

Australia 7 September-5 October 1976
Sheffield Chamber of Commerce
(Contact: J. S. Hambidge, Tel. Sheffield 730114)
(FPB contact: Mrs. W. M. MacIver, Ext. 7093)
(Cut off date: passed)

Australia, New Zealand 10 September-10 October 1976
Merseyside Chamber of Commerce
(Contact: C. P. Mercier, Tel. 051-227 1234)
(FPB contact: Mrs. W. M. MacIver, Ext. 7093)
(Cut off date: passed)

Australia, Singapore 25 September-23 October 1976
British Stationery and Office Products Federation
(Contact: L. Pagliero, Tel: 01-580 9256/7)
(FPB contact: Mrs. W. M. MacIver, Ext. 7093)
(Cut off date: passed)

Australia 16-30 October 1976
Coventry Chamber of Commerce
(Contact: R. Millington, Tel. Coventry 51777)
(FPB contact: Mrs. W. M. MacIver, Ext. 7093)
(Cut off date: passed)

New Zealand, Australia 24 October-10 November 1976
Dundee Chamber of Commerce
(Contact: C. W. Simms, Tel. Dundee 22122/3)
(FPB contact: Mrs. W. M. MacIver, Ext. 7093)
(Cut off date: passed)

Australia, New Zealand 28 October-21 November 1976
British Paper and Board Industry Federation
(Contact: J. F. Nason, Tel. 01-583 0686)
(FPB contact: Mrs. W. M. MacIver, Ext. 7093)
(Cut off date: passed)

Australia, New Zealand 1-22 November 1976
Development Corporation for Wales
(Contact: Mr. Lewis, Tel. Cardiff 21208)
(FPB contact: Mrs. W. M. MacIver, Ext. 7093)
(Cut off date: passed)

Australia, New Zealand
3 November-4 December 1976
East London and South West Essex Export Club
(Contact: F. Rose, Tel. 01-599 2989)
(FPB contact: Mrs. W. M. MacIver, Ext. 7093)
(Cut off date: passed)

Australia 8-29 November 1976
Walsall Chamber of Commerce and Industry
(Contact: N. E. Turner, Tel. Walsall 25671)
(FPB contact: Mrs. W. M. MacIver, Ext. 7093)
(Cut off date: passed)

1977

Australia, New Zealand
24 January-26 February 1977
The Irish Linen Guild
(Contact: M. Elson, Tel. 01-636 1794)
(FPB contact: Mrs. W. M. MacIver, Ext. 7093)
(Cut off date: 22.10.76)

Australia, New Zealand 5-26 February 1977
Luton, Dunstable and District Chamber of Commerce
(Contact: H. H. Gore, Tel. Luton 23456-7)
(FPB contact: Mrs. W. M. MacIver, Ext. 7093)
(Cut off date: 6.9.76)

Australia, New Zealand
21 February-14 March 1977
North Staffordshire Chamber of Commerce and Industry
(Contact: Mr. Glover, Tel. Stoke-on-Trent 44731)
(FPB contact: Mrs. W. M. MacIver, Ext. 7093)
(Cut off date: 19.11.76)

Australia, New Zealand 3 March-1 April 1977
Bristol Chamber of Commerce
(Contact: Mrs. B. Childs, Tel. Bristol 37081)
(FPB contact: Mrs. W. M. MacIver, Ext. 7093)
(Cut off date: 4.9.76)

Australia 10-26 March 1977
Birmingham Chamber of Industry and Commerce
(Contact: G. Ashmore, Tel. 021-454 6171)
(FPB contact: Mrs. W. M. MacIver, Ext. 7093)
(Cut off date: 3.12.76)

Australia, New Zealand 16 April-7 May 1977
Scottish Development Agency
(Contact: W. R. V. Percy, Tel. 031-225 2846-7)
(FPB contact: Mrs. W. M. MacIver, Ext. 7093)
(Cut off date: 20.12.76)

Australia, New Zealand 23 April-12 May 1977
Manchester Chamber of Commerce and Industry
(Contact: Mr. Arrandale, Tel. 061-832 5574)
(FPB contact: Mrs. W. M. MacIver, Ext. 7093)
(Cut off date: January 1977)

Australia, New Zealand 30 April-21 May 1977
British Plastics Federation
(Contact: D. Brown, Tel. 01-734 2041)
(FPB contact: Mrs. W. M. MacIver, Ext. 7093)
(Cut off date: December 1976

Australia, New Zealand 14 May-4 June 1976
Northern Ireland Chamber of Commerce
(Contact: W. C. S. Wilson, Tel. Belfast 34488)
(FPB contact: Mrs. W. M. MacIver, Ext. 7093)
(Cut off date: December 1976)

New Zealand, Australia 28 May-18 June 1977
The City of Westminster Chamber of Commerce
(Contact: Mr. Treherne, Tel. 01-734 2851)
(FPB contact: Mrs. W. M. MacIver, Ext. 7093)
(Cut off date: January 1977)

Australia 4-18 June 1977
British Photographic Export Group
(Contact: J. Thorpe, Tel. Uxbridge 33372)
(FPB contact: Mrs. W. M. MacIver, Ext. 7093)
(Cut off date: January 1977)

Australia, New Zealand 9-30 July 1977
Development Corporation for Wales
(Contact: Meirian Lewis, Tel. Cardiff 21208)
(FPB contact: Mrs. W. M. MacIver, Ext. 7093)
(Cut off date: February 1977)

New Zealand, Australia
17 September-15 October 1977
Engineering Industries Association
(Contact: Col. R. E. Scott, Tel. 01-863 9188)
(FPB contact: Mrs. W. M. MacIver, Ext. 7093)
(Cut off date: 17.6.77)

Australia, New Zealand 8-29 October 1977
British Ceramic Plant and Machinery Manufacturers Association
(Contact: Mr. Hench, Tel. Sunbury 83280)
(FPB contact: Mrs. W. M. MacIver, Ext. 7093)
(Cut off date: July 1977)

Australia, New Zealand
28 October-20 November 1977
Coventry Chamber of Commerce
(Contact: Mr. Moulson, Tel. Coventry 51777)
(FPB contact: Mrs. W. M. MacIver, Ext. 7093)
(Cut off date: not yet arranged)

New Zealand 3-15 November 1977
Birmingham Chamber of Industry and Commerce
(Contact: G. Ashmore, Tel. 021-454 6171)
(FPB contact: Mrs. W. M. MacIver, Ext. 7093)
(Cut off date: 3.8.77)

Australia 3-24 November 1977
Lighting Industry Federation Ltd.
(Contact: D. Pinder 01-636 0766)
(FPB contact: Mrs. W. M. MacIver, Ext. 7093)
(Cut off date: 3.6.77)

Australia, New Zealand
12 November-3 December 1977
Birmingham Engineering and Building Centre
(Contact: D. W. Perkins, Tel. 021-643 1914)
(FPB contact: Mrs. W. M. MacIver, Ext. 7093)
(Cut off date: not yet arranged)

Europe

1976

USSR 19-25 September 1976
Leicester and County Chamber of Commerce and Industry
(Contact: C. J. Iliffe, Tel. 0533 27171)
(FPB contact: L. Devine, Ext. 7213)
(Cut off date: passed)

Finland 10-15 October 1976
Birmingham Chamber of Industry and Commerce
(Contact: Mr. Sperryn, Tel. 021-454 6171)
(FPB contact: T. G. Webb, Ext. 7207)
(Cut off date: passed)

Poland, Hungary 1-13 November 1976
Scottish Council
(Contact: D. S. Reid, Tel. 031-225 7911)
(FPB contact: M. Dempsay, Ext. 7246)
(Cut off date: passed)

Yugoslavia 8-17 November 1976
Birmingham Chamber of Industry and Commerce
(Contact: Mr. Harvey, Tel. 021-454 6171)
(FPB contact: W. M. McKinnon, Ext. 604)
(Cut off date: passed)

USSR 5-11 December 1976
North of England Development Council
(Contact: A. Wilson, Tel. 0642 612525)
(FPB contact: L. Devine, Ext. 7213)
(Cut off date: passed)

1977

Greece May 1977
Birmingham Chamber of Industry and Commerce
(Contact: Mr. Sperryn, Tel. 021-454 6171)
(FPB contact: Miss H. Goldberg, Ext. 571)
(Cut off date: 1.10.76)

Greece May/June 1977
London Chamber of Commerce and Industry
(Contact: Mr. I. Macdonald, Tel. 01-248 4444)
(FPB contact: Miss H. Goldberg, Ext. 571)
(Cut off date: 1.10.76)

Sections 2—4

Trade fairs and exhibitions

Requests for information about trade fair costs and conditions should be made to the organisers or their United Kingdom agents. The Department of Trade's Fairs and Promotions Branch, 26 Old Bailey, London, EC4M 7HU will be pleased to answer general inquiries about events in Sections 2—4. The telephone number is 01-248 5757, extensions:

Belgium, Irish Republic, Israel, Luxembourg, Malta, Spain, Switzerland	**7110**	**East Germany, Middle East, North Africa, Afghanistan**	**689**
Denmark, Dusseldorf, Iceland, Norway	**225**	**Poland, Yugoslavia**	**604**
Other towns in Western Germany, Netherlands	**7180**	**Bulgaria, Czechoslovakia, Hungary, Romania, USSR**	**7121**
Cologne. Finland, Sweden	**7220**	**Africa (other than North), America (Central and South)**	**505**
France	**567**	**Asia, (countries not specified above) Australia, New Zealand**	**7099**
Austria, Cyprus, Greece, Italy, Portugal, Turkey	**7202**	**Canada, Caribbean, United States**	**7176**
Japan, Hong Kong, Republic of Korea, China	**405**	**United Kingdom**	**7109**

No responsibility is taken for the standing of organisations or individuals mentioned in these lists nor dates etc., which may be subject to alteration.

* event held annually at approximately the time stated.
† event held in alternate years at approximately the time stated.

The events listed in Section 1 are not included in Sections 2 or 3.

Section 2

Trade fairs and exhibitions within Europe

General fairs

1976

MALMO:
58th International Trade Fair (Skanemassan)—13-22 August 1976
Apply: Stiftelsen Skanemassan, Malmo Exhibition Halls, Box 19015, 20073 Malmo 19, Sweden (Tel. 040 80030; Telex: 32256).

IZMIR:
International Trade Fair—20 August-29 September 1976
* Apply: British Chamber of Commerce of Turkey, 69 Cannon Street, London, E.C.4 (Tel. 01-248 4444).

STRASBOURG:
International Trade Fair—2-13 September 1976
Apply: M. le President, Palais des Expositions, 67000 Strasbourg, Wacken (Tel. 36 11 90).

UTRECHT:
International Autumn Trade Fair—5-9 September 1976
* Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

SALONIKA:
International Trade Fair—5-19 September 1976
* Apply: Foire Internationale de Thessaloniki, Salonika, Greece (Tel. 71 823).

VIENNA:
International Trade Fair (Autumn)—8-12 September 1976
* Apply: The Austrian Commercial Delegate in Great Britain, 1 Hyde Park Gate, London SW7 5ER (Tel. 01-584 6938).

BELGRADE:
International Consumer Goods Fair—10-15 September 1976
Apply: Belgrade International Trade Fair, Bulevar Vojvode Misica 14, Belgrade.

BARI:
International Levant Fair—10-20 September 1976
* Apply: E.A. Fiera del Levant, 70123 Bari, Italy.

GOTHENBURG:
Consumer Goods Fair—18-26 September 1976
Apply: Svenska Massan Stiftelse, S-41251 Gothenburg Maessan S (Tel. 031 200 000; Telex: 20600).

BERLIN:
German Industries Exhibition—18-26 September 1976
* Apply: The German Chamber of Industry and Commerce, 11 Grosvenor Crescent, London SW1X 7EE (Tel. 01-235 0691).

MARSEILLES:
International Autumn Fair—24 September-4 October 1976
Apply: Frank L. Crane, Specialised Publications Division, 16-17 Bride Lane, London EC4Y 8EB (Tel. 01-583 0581).

NOVI SAD:
International Autumn Fair—25 September-3 October 1976
Apply: Novi Sad Fair, Hajduk Veljkova 11, Novi Sad (Telex: 14180).

GRAZ:
Autumn Fair—2-10 October 1976
* Apply: The Austrian Commercial Delegate in Great Britain, 1 Hyde Park Gate, London SW7 5ER (Tel. 01-584 6938).

METZ:
International Autumn Fair (Expofim)—2-11 October 1976
Apply: The Sam Black Organisation Ltd., Scotswood House, 50 Pine Grove, Totteridge, London N20 8LA (Tel. 01-445 5256).

DUSSELDORF:
Capital Goods Fair for Small and Medium Sized Enterprises (IKM)—8-12 October 1976
Apply: J. Naylor, International Trade Fair Agencies Ltd., 10 Old Bond Street, London W1X 3DB (Tel. 01-409 0956).

KRANJ:
1st International Equipment Fair—10-19 October 1976
Apply: Gorenjski Sejem (Gorenje Fair), Staneta Zagarja 27, Kranj.

SKOPJE:
International Skopje Fair—11-17 October 1976
Apply: Skopski Saem (Skopje Fair), P.O. Box 356, Skopje.

PLOVDIV:
Consumer Goods Fair—1-8 November 1976
Apply: Plovdiv Fair Administration, 37 G. Dimitrov Boulevard, Plovdiv, Bulgaria.

ZAGREB:
New Year's Fair—16-29 December 1976
* Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

1977

VIENNA:
International Trade Fair (Spring)—March 1977
* Apply: The Austrian Commercial Delegate in Great Britain, 1 Hyde Park Gate, London, S.W.7 (Tel. 01-584 6938).

LYON:
International Trade Fair—March 1977
Apply: Harrison Associates, 5 East Street, Rusper, Nr. Horsham, Sussex.

UTRECHT:
International Spring Fair—March 1977
* Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

MARSEILLES:
International Spring Fair—March 1977
Apply: Frank L. Crane Ltd., Specialised Publications Division, 16-17 Bride Lane, London EC4Y 8EB (Tel. 01-583 0581).

PARIS:
International Trade Fair (Foire de Paris)—April 1977
Apply: French Chamber of Commerce, 196 Sloane Street, London, S.W.1 (Tel. 01-235 2212).

MILAN:
International Samples Fair—April 1977
Apply: E.A. Fiera, Internazionale Milano Largo Domodossola, 1-20145 Milano.

LILLE:
International Trade Fair—April 1977
Apply: Weiget Leygonie and Co. Ltd., 31-32 King Street, London, W.C.2 (Tel. 01-836 4825/9).

METZ:
International Spring Fair (Expometz)—April 1977
Apply: Sam Black Organisation, Scotswood House, 50 Pine Grove, Totteridge, London N20 8LA (Tel. 01-445 5256).

SAARBRUCKEN:
International Saar Fair—April 1977
* Apply: Internationale Saar Messe, 66 Saarbrücken Messegelände (Tel. (0681) 5.30.56).

BASLE:
Swiss Industries Fair—23 April-2 May 1977
Apply: Schweizer Mustermesse, 4021 Basle (Tel. 061/26 20 20).

GRAZ:
Spring Fair—30 April-8 May 1977
* Apply: The Austrian Commercial Delegate in Great Britain, 1 Hyde Park Gate, London SW7 5ER (Tel. 01-584 6938).

VALENCIA:
International Trade Fair—May 1977
Apply: Feria Muestrario Internacional, Apartado 476, Valencia, Spain.

BORDEAUX:
International Trade Fair—May 1977
Apply: M. Moliner, BP 55 Grand Parc, 33033 Bordeaux, Cedex (Tel. 50 93 15).

PADUA:
International Padua Fair—May/June 1977
Apply: E. A. Fiera, Internazionale di Padova, via N. Tommaseo, 59-1-35100 Padova (Tel. (049) 38 620).

METZ:
International Industrial Goods Exhibition (Equipex)—15-18 June 1977
Apply: Sam Black Organisation, Scotswood House, 50 Pine Grove, Totteridge, London N20 8LA (Tel. 01-445 5256).

BILBAO:
International Trade Fair—July 1977
Apply: Feria Internacional de Mustras de Bilbao, Plaza de Pedroma, de Basterrechea, 2 Apartado 468, Bilbao 13.

MALMO:
59th International Trade Fair (Skanemassan)—19-28 August 1977
Apply: Stiftelsen Skanemassan, Malmo Exhibition Halls, Box 19015, 20073 Malmo 19, Sweden (Tel. 040 80030; Telex: 32256).

MARSEILLES:
International Fair (Autumn)—1977
Apply: Frank L. Crane Ltd., Specialised Publications Division, 16-17 Bride Lane, London EC4Y 8EB (Tel. 01-583 0581).

ISMIR:
International Trade Fair—August-September 1977
* Apply: British Chamber of Commerce of Turkey, 69 Cannon Street, London, E.C.4 (Tel. 01-248 4444).

DIEPPE:
Franco-British Trade Fair—September 1977
Apply: Federation of Sussex Industries, Seven Dials Corner, Brighton, Sussex.

UTRECHT:
International Autumn Trade Fair—September 1977
* Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

VIENNA:
International Trade Fair (Autumn)—September 1977
* Apply: The Austrian Commercial Delegate in Great Britain, 1 Hyde Park Gate, London SW7 5ER (Tel. 01-584 6938).

STRASBOURG:
International Trade Fair—September 1977
Apply: M. le President, Palais des Expositions, 67000 Strasbourg, Wacken (Tel. 36 11 90).

BERLIN:
German Industries Exhibition—September 1977
* Apply: The German Chamber of Industry and Commerce, 11 Grosvenor Crescent, London SW1X 7EE (Tel. 01-235 0691).

SALONIKA:
International Trade Fair—4-18 September 1977
Apply: Foire Internationale de Thessaloniki, Salonika, Greece (Tel. 71 823).

METZ:
International Autumn Fair (Expofim)—October 1977
Apply: Sam Black Organisation, Scotswood House, 50 Pine Grove, Totteridge, London N20 8LA (Tel. 01-445 5256).

GRAZ:
Autumn Fair 1-9 October 1977
* Apply: The Austrian Commercial Delegate in Great Britain, 1 Hyde Park Gate, London SW7 5ER (Tel. 01-584 6938).

1978

UTRECHT:
International Trade Fair (Spring)—March 1978
* Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

VIENNA:
International Trade Fair (Spring)—March 1978
* Apply: The Austrian Commercial Delegate in Great Britain, 1 Hyde Park Gate, London, S.W.7 (Tel. 01-584 6938).

LYON:
International Trade Fair—March 1978
Apply: Harrison Associates, 5 East Street, Rusper, Nr. Horsham, Sussex.

MILAN:
International Samples Fair—April 1978
Apply: E.A. Fiera, Internazionale Milano Largo Domodossola, 1-20145 Milano.

MARSEILLES:
International Spring Fair—April 1978
Apply: Frank L. Crane Ltd., Specialised Publications Division, 16-17 Bride Lane EC4Y 8EB (Tel. 01-583 0581).

SAARBRUCKEN:
International Saar Fair—April 1978
* Apply: Internationale Saarmesse, 66 Saarbrücken Messegelände (Tel. 0681 5 30 56).

BASLE:
Swiss Industries Fair—15 April-24 April 1978
Apply: Schweizer Mustermesse, 9021 Basle (Tel. 061/26 20 20).

GRAZ:
Spring Fair—29 April-7 May 1978
* Apply: The Austrian Commercial Delegate in Great Britain, 1 Hyde Park Gate, London SW7 5ER (Tel. 01-584 6938).

BORDEAUX:
International Trade Fair—May 1978
Apply: M. Moliner Directeur, Grand Parc, 33030 Bordeaux (Tel. 50 93 15).

LILLE:
International Trade Fair—May 1978
Apply: Weiget Leygonie and Co. Ltd., 31-32 King Street, London, W.C.2 (Tel. 01-836 4825/9).

PARIS:
International Trade Fair (Foire de Paris)—May 1978
Apply: French Chamber of Commerce, 196 Sloane Street, London, S.W.1 (Tel. 01-235 2212).

Agriculture, forestry, fishing and agricultural machinery

1976

Klagenfurt:
Austrian Timber Fair—8-16 August 1976
* Apply: The Austrian Commercial Delegate in Great Britain, 1 Hyde Park Gate, London SW7 5ER (Tel. 01-584 6938).

LJUBLJANA:
International Agricultural Fair—25-29 August 1976
Apply: Ljubljana Fair, Titova 50, Ljubljana.

NOVI SAD:
International Fair of Hunting, Fishing, Sports and Tourism—25 September-3 October 1976
Apply Novi Said Fair, Hajduk Veljkova 11, Novi Sad (Telex: 14180).

ST: GALLEN:
Agricultural and Dairy Show (OLMA)—7-17 October 1976
* Apply: Swiss Embassy, 16-18 Montagu Place, London WH1 2BQ (Tel. 01-723 0701).

SKOPJE:
International Agricultural and Industry Fair—11-17 October 1976
Apply: Skopski Saem (Skopje Fair), P.O. Box 356, Skopje.

UTRECHT:
International Trade Show for Intensive Animal Production—13-17 October 1976
Apply: Exhibition Consultants, 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

1977

BERLIN:
International Green Week—28 January-6 February 1977
* Apply: The German Chamber of Industry and Commerce, 11 Grosvenor Crescent, London SW1X 7EE (Tel. 01-235 0691).

VERONA:
International Agricultural Fair—March 1977
Apply: E.A. Fiere di Verona, C.P.525, Verona 37100, Italy.

PARIS:
Leisure Power Cultivation Show—March 1977
Apply: M. Grimaud, 95 rue Saint Lazare, 75441 Paris (Tel. 874 9724).

BORDEAUX:
Triennial Fishing Exposition (Interfishing)—8-12 March 1977
Apply: M. D. Berger, Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

PLOVDIV:
Agricultural Mechanisation, Machines and Equipment for the Food Industry—May/June 1977
Apply: Plovdiv Fair Administration, 37G Dimitrov Boulevard, Plovdiv, Bulgaria.

KLAGENFURT:
Austrian Timber Fair—August 1977
* Apply: The Austrian Commercial Delegate in Great Britain, 1 Hyde Park Gate, London SW7 5ER (Tel. 01-584 6938).

STUTTGART:
87th Agricultural Show—24 September-2 October 1977
Apply: C.E.S. (Overseas) Ltd., Bridge House, 181 Queen Victoria Street, London, E.C.4 (Tel. 01-236 0911).

OPORTO:
IVth International Food, Agricultural and Industrial Exhibition—14-23 October 1977
Apply: Associacao Industrial Portuense, Rua Mousinho da Silveira 228, Oporto, Portugal.

1978

BERLIN:
International Green Week—27 January-5 February 1978
* Apply: The German Chamber of Industry and Commerce, 11 Grosvenor Crescent, London SW1X 7EE (Tel. 01-235 0691).

VERONA:
International Agricultural Fair—March 1978
Apply: E.A. Fiere di Verona, C.P.525, Verona 37100, Italy.

PARIS:
Leisure Power Cultivation—March 1978
Apply: M. Grimaud, 95 Rue Saint Lazare, 75441 Paris (Tel. 874 97 24).

MUNICH:
Exhibition of the Technology of Forestry and Forest Industries (Interforst)—1-7 June 1978
Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

Aircraft and aeronautical equipment

1976

BILLUND:
Aviation Fair—12-15 August 1976
Apply: Billund Aviation Fair, Billund Airport, DK 7190 Billund (Tel. 05-331926; Telex: 60898 (Bilair DK)).

1978

HANOVER:
International Air Show—May 1975
Apply: Mr. A. Rustemeyer, P.O. Box 283, 78 Riddlesdown Road, Purley, Surrey CR2 1YB (Tel. 01-668 7470).

TOULOUSE:
Aeronautical and Space Exhibition—June 1978
Apply: M. Mardegan Commissaire General, Avenue Clement-Ader, Zone Aeronautique de Colomiers 31700 (Tel. 78 01 10).

Books and periodicals

1977

NICE:
International Book Festival—May 1977
Apply: General Commissariat and Administrative Services, 4 Boulevard Carabcel, 06 Nice.

1978

NICE:
International Book Festival—May 1978
Apply: General Commissariat and Administrative Services, 4 Boulevard Carabcel, 06 Nice.

Building, public works and construction equipment

1976

BUCHAREST, ROMANIA
'Procedee si Materiale Protectoare' Technologies, Methods, Apparatus and Materials Designed for the Protection of Metal Reinforced Concrete—21-24 September 1976
Apply: Publicom, Foreign Trade Publicity Agency, 22 N. Balsescu Blvd. Bucharest. (Telex 11874 a/b Camrom.

BOLOGNA:
International Building Exhibition 'Saie' 9-17 October 1976.
Apply: E. A. Per le Fiere di Bologna, Piazza Consituzione, 6-40128 Bologna, Italy.

SKOPJE:
International Exhibition of Building Materials and Building Equipment—1-6 November 1976
Apply: Skopski Saem (Skopje Fair) PO Box 356, Skopje.

1977

OPORTO:
IV International Building Materials and Housing Exhibition—15-24 April 1977
Apply: Associacao Industrial Portuense, Rua Mouzinho da Silveira 228, Oporto, Portugal.

TALIN, USSR:
Equipment and Materials for the Production of System-built One-room Homes—17-30 May 1977
Apply: General Directorate of Foreign Exhibitions in the USSR, USSR, Moscow, 107232, Sokolnicheski Val, 1-a. Telex: 1185 U/V TPP SU.

MADRID:
International Building and Construction Exhibition—October 1977
Apply: Feria Internacional de la Construccion y Obeas Publicas, Avda de Portugal S/N (Feria del Campo), Apartado 11044, Madrid 11.

YEREVAN, USSR:
Machinery and Equipment for the Extraction, Treatment and Mechanical Processing of Stone Materials.—11-21 October 1977
Apply: General Directorate of Foreign Exhibitions in the USSR, USSR Moscow, 107232 Sokolnicheski Val 1-0 Telex 7185 U/V TPP SU.

1978

HANOVER:
International Building Supplies Exhibition (Constructa)—February 1978
Apply: Mr. A. Rustemeyer, PO Box 283, 78 Riddelsdown Road, Purley, Surrey CR2 1YB (Tel: 01-669 7470).

Chemicals and allied industries, including plastics

1976

BASLE:
International Exhibition of Colour Technology for the Paint, Plastics, Printing Ink and Allied Industries—7-11 September 1976
Apply: Mackbrooks Exhibitions Ltd., 62/69 Victoria Street, St. Albans, Herts. AL1 3XT (Tel: (56) 63213).

SARAJEVO:
Vth International Fair of Plastics, Rubber and Artificial Rubber Products—8-13 November 1976
Apply: Skenderija—Centre for Culture, sports, social and economic activities, Mehmeda Sokolovica bb Sarajevo.

BUCHAREST, ROMANIA:
Izotopi Reactioi Calalizatori Schimbatori de Ioni. Isotopes, Reagents, Catalysts and Ion Exchangers—16-19 November 1976
Apply: Publicom Foreign Trade Publicity Agency, 22 N. Balecscu Blvd, Bucharest. Telex: 11374 a/b Camrom.

BUCHAREST, ROMANIA:
Petrochimica. Models, Sketches, Technical Documentation, Prospectuses etc. Regarding new technology and methods in the field of chemical and petroleum processing industry—30 November-3 December 1976
Apply: Publicom Foreign Trade Publicity Agency 22 N. Balcescu Blvd, Bucharest. Telex: 11374 a/b Camrom.

1977

BRUSSELS:
International Plastics Exhibition (Europlastica)—March 1977
Apply: Europlastica, Palais du Centenaire B-1020 Brussels. Tel. 02/78.48.60, Telex 23.643.

BOLOGNA:
International Perfumery and Cosmetics Exhibition—April/May 1977
Apply: Ente Fiere Bologna, Piazza Costituzione 6, 40128 Bologna.

Clothing

1976

HELSINKI:
Finnish National Fashion Fair—August 1976
Apply: Helsinki International Fair Centre. PO Box 24. 00521 Helsinki 52 (Tel: 90-141400, Telex 1211/9. Rexpo SF).

COPENHAGEN:
Scandinavian Menswear Fair—3-5 September 1976
Apply: Bella Centre, Centres Boulevard DR 2300 Copenhagen.

AMSTERDAM:
Men's Fashion Trade Fair (Herenmodebeurs)—6-8 September 1976
Apply: Miss R. Bentley, 19 Freke Road, London, SW11 5PU (Tel: 01-228 2880).

ATHENS:
4th Hellenic Fashion Fair—18-22 September 1976
Apply: Hellenic Fashion Centre, 50 Omirou Street, T.T. 135 Athens, Greece (Tel. 630 115. Telex 214467 Lida GR).

WIESBADEN:
International Millinery Trade Fair (Interhut)—25-27 September 1976
* Apply: Internationale Hutfachmesse für Grossisten GmbH, 6 Frankfurt-am-Main Kaiserstrasse 64.

BELGRADE:
XVIIth International Clothing Fair 'Fashions in the World'—4-9 October 1976
Apply: Belgrade International Trade Fair, 11001 Bulevar Vojvode Misica 14, Belgrade, Yugoslavia.

BERLIN:
Fashion Week (including Interchic)—9-13 October 1976
* Apply: The German Chamber of Industry and Commerce, 11 Grosvenor Crescent, London SW1X 7EE (Tel: 01-235 0691).

VIENNA:
Ladies' Fashion Show—10-12 October 1976
* Apply: The Austrian Commercial Delegate in Great Britain, 1 Hyde Park Gate, London, S.W.7 (Tel. 01-584 6938).

1977

PARIS:
International Exhibition of Women's Ready-to-Wear Clothing 'Pret-a-Porter' Spring Session—26-30 March 1977
Apply: French Trade Exhibitions, 196 Sloane Street, London, S.W.1 (Tel. 01-235 3234/5).

autumn fair

utrecht netherlands 5th-9th september 1976

daily from 9 am - 6 pm, but on sunday 5th september from 10 am - 6 pm.

exhibition programme

clocks, gold and silverware / optics / glassware, pottery, crystalware and china / cutlery / housewares / giftware / far eastern articles / handicraft articles / costume jewellery / toileteries / smoker's requisites / lighting goods / leather goods / toys, handicraft and hobby requisites, sports goods and party novelties / office supplies and -machines / stationery.

organisation/catalogue

royal netherlands industries fair, utrecht
phone: (30) 914 914 - telex 47132.

u.k. agents

ECL (exhibition agencies) ltd.,
11 manchester square, london WIM 5 AB
phone: 09 - 44 1 486 1951

ENCIRCLE TI 13 ON PAGE 50 FOR FURTHER INFORMATION

DUSSELDORF:
International Fashion Show 'Igedo'—March 1977
Apply: J. Naylor, 10 Old Bond Street, London W1X 4EN (Tel. 01-409 0956).

ATHENS:
5th Hellenic and International Fashion Fair—1-4 March 1977
Apply: Hellenic Fashion Center, 50 Omirou Street, T.T. 135 Athens, Greece (Tel. 630 115, Telex 21-4467 Lida GR).

DUSSELDORF:
International Fashion Show 'Igedo'—April 1977
Apply: J. Naylor, 10 Old Bond Street, London W1X 4EN (Tel. 01-409 0956).

FRANKFURT:
International Fur Fair—April 1977
• Apply: Frankfurter Rauchwaren-Messe GmbH, 6 Frankfurt a.M., Postfach 7787, Bettinaplatz, 1.

VIENNA:
Ladies' Fashion Show—April 1977
• Apply: The Austrian Commercial Delegate in Great Britain, 1 Hyde Park Gate, London SW7 5ER (Tel. 01-584 6938).

MUNICH:
International Fashion Week—13-17 April 1977
• Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

BERLIN:
Fashion Week (including Interchic)—14-17 April 1977.
• Apply: The German Chamber of Industry and Commerce, 11 Grosvenor Crescent, London SW1X 7EE (Tel. 01-235 0691).

WIESBADEN:
International Millinery Trade Fair (Interhut)—June 1977
• Apply: Internationale Hutfachmesse fur Grossisten GmbH, 6 Frankfurt-am-Main, Kaiserstrasse 64.

DUSSELDORF:
International Fashion Show 'Igedo'—September 1977
Apply: J. Naylor, 10 Old Bond Street, London W1X 4EN (Tel. 01-409 0956).

ATHENS:
5th Hellenic and International Fashion Fair—1-4 September 1977
Apply: Hellenic Fashion Center, 50 Omirou Street, T.T. 135 Athens, Greece (Tel. 630 115. Telex 21-4467 Lida GR).

PARIS:
International Exhibition of Women's Ready-to-Wear Clothing 'Pret-a-Porter' Autumn Session—22-26 October 1977
Apply: French Trade Exhibitions, 196 Sloane Street, London, S.W.1 (Tel. 01-235 3234/5).

VIENNA:
Ladies' Fashion Show—October 1977
• Apply: The Austrian Commercial Delegate in Great Britain, 1 Hyde Park Gate, London SW7 5ER (Tel. 01-584 6938).

DUSSELDORF:
International Fashion Show 'Igedo'—October 1977
Apply: J. Naylor, 10 Old Bond Street, London W1X 4EN (Tel. 01-409 0956).

MUNICH:
International Fashion Week—2-6 October 1977
• Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1. (Tel. 01-486 1951).

BERLIN:
Fashion Week (including Interchic)—9-12 October 1977
• Apply: The German Chamber of Industry and Commerce, 11 Grosvenor Crescent, London SW1X 7EE (Tel. 01-235 0691).

WIESBADEN:
International Millinery Trade Fair (Interhut)—November 1977
• Apply: Internationale Hutfachmesse fur Grossisten GmbH, 6 Frankfurt-am-Main Kaiserstrasse 64.

1978

BERLIN:
Fashion Week (including Interchic)—April 1978
• Apply: The German Chamber of Industry and Commerce, 11 Grosvenor Crescent, London SW1X 7EE (Tel. 01-235 0691).

VIENNA:
Ladies Fashion Show—April 1978
• Apply: The Austrian Commercial Delegate in Great Britain, 1 Hyde Park Gate, London, S.W.7 (Tel. 01-584 6938)

MUNICH:
International Fashion Week—April 1978
• Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

PARIS:
International Exhibition of Women's Ready-to-Wear Clothing—5-8 April 1978
Apply: French Trade Exhibitions, 196 Sloane Street, S.W.1 (Tel. 01-235 3234/5).

WIESBADEN:
International Millinery Trade Fair (Interhut)—June 1978
• Apply: Internationale Hutfachmesse fur Grossisten GmbH, 6 Frankfurt-am-Main, Kaiserstrasse 64.

Display and shop equipment

1977

PARIS:
International Shopfitting and Trade Equipment Exhibition (Equipmag)—November 1977
Apply: French Trade Exhibitions, 196 Sloane Street, London, S.W.1 (Tel. 01-235 3234).

Engineering, electrical and electronic, including radio and television

1976

AMSTERDAM:
International Radio and T.V. Exhibition (Firato 76)—27 August-5 September 1976
Apply: Miss R. Bentley, 19 Freke Road, London SW11 5PU. (Tel. 01-238 2880).

CANNES:
Market for Videocassette Programmes and Equipment (Vidcom)—24-29 September 1976
Apply: R. Buckle, 25 Berkeley House, Hay Hill, London W1X 8JB (Tel. 01-493 5563).

UTRECHT:
Elektrotechniek Exhibition of Equipment for Production, Transportation and Distribution of Electricity including Measuring, Regulating and Control of Equipment—27 September-20 October 1976
Apply: Exhibition Consultants, 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

LJUBLJANA:
23rd International Exhibition of Electronics (Modern Electronics '76)—5-9 October 1976
Apply: Ljubljana Fair, Titova Square, Ljubljana.

COPENHAGEN:
Electrical Equipment Exhibition (EL '76)—15-24 October 1976
Apply: Bella Center, Center Boulevard, DK-2300, Copenhagen S. (Tel: (01) 51 88 11. Telex: 31 188 Bella DK).

AMSTERDAM:
International Electronic Components Exhibition (Fiarex)—18-22 October 1976
† Apply: Miss R. Bentley, 19 Freke Road, London SW11 5PU (Tel. 01-228 2880).

BARCELONA:
International Exhibition of Photography, Sound and Electronics (Sonimag)—9-17 October 1976
Apply: Feria Internacionale de Barcelona, Avda. Maria Cristina, Palacoi No. 1 (Parque de Montjuic), Barcelona. (Tel. 223 31 01).

ZURICH:
Semi-conductor Equipment and Material Convention Semicon/Europa, 19-21 October 1976.
Apply: Golden Gate Enterprises, Inc., Marina Playa Office Park, 1333 Laurence Express Way, Santa Clara, California, 95051 (Tel. (408) 241 7400).

BRNO:
International Film and Television Fair—31 October-6 November 1976
Apply: Fairs and Exhibitions Ltd., 21 Park Square East, Regents Park, London (Tel. 01-935 8200).

BUCHAREST:
Diamente Industriale, Industrial Diamonds, Diamond Tools, Ceramic and Cemented Carbide, Chipping Tools and Tips, Abrasive Materials—2-5 November 1976
Apply: Publicom, Foreign Trade Publicity Agency, 22, N. Balescu Blvd Bucharest. Telex: 11374 a/b Camrom.

1977

PARIS:
International Festival of Sound—March 1977
Apply: S.D.S.A., 14 rue de Presles, Paris 75740, Cedex 15 (Tel. 273 2470).

PARIS:
International Audio-Visual (Means of Expression) Exhibition—April 1977
Apply: CEDFI, 15 Bis rue Raspail, 92300 Levallois-Perret. (Tel. 739 50 20)

STUTTGART:
International Electronics Packaging Convention and Exhibition (Internepcon/Europa)—26-28 April 1977
Apply: Kiver Communications Ltd., 149-185 Ewell Road, Surbiton, Surrey KT6 6AW (Tel. 01-390 0281).

PARIS:
Electrical Equipment Exhibition—June 1977
Apply: French Trade Exhibitions, 196 Sloane Street, London, S.W.1 (Tel. 01-235 3234/5).

BERLIN:
International Radio and Television Exhibition—26 August-4 September 1977
Apply: German Chamber of Industry and Commerce, 11 Grosvenor Street, London SW1X 7EE (Tel. 01-235 0691).

CANNES:
Market for Videocassette Programmes and Equipment (Vidcom)—September 1977
Apply: R. Buckle, 25 Berkeley House, Hay Hill, London W1X 8JB (Tel. 01-493 5563).

MUNICH:
Exhibition and Congress for Electronics Production (Productronica)—8-12 November 1977
†Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

1978

PARIS:
International Festival of Sound—March 1978
Apply: S.D.S.A., 14 rue de Presles, Paris 75740, Cedex 15 (Tel. 273 2470).

PARIS:
International Audio-Visual Exhibition (Means of Expression)—April 1978
Apply: CEDFI, 15 Bis rue Raspail, 92300 Levallois-Perret (Tel. 739 50 20).

PLOVDIV:
Domestic and Industrial Electronic Equipment—May/June 1978
Apply: Plovdiv Fair Administration, 37G Dimitrov Boulevard, Plovdiv, Bulgaria.

PARIS:
Electrical Equipment Exhibition—June 1978
Apply: French Trade Exhibition, 196 Sloane Street, London, S.W.1 (Tel. 01-235 3234/5).

Engineering, other

1976

MUNICH:
International Exhibition of Winter Service Equipment and Conferences (Winterdienst '76)—4-7 September 1976
Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

ATHENS:
5th Exhibition of Technical Equipment (Index '76)—10-25 October 1976
Apply: Genor Ltd., 36 Skoufa Street, Athens, Greece (Tel. 368 778).

1977

BRUSSELS:
International Exhibition of Civil Engineering and Construction Site Equipment (Intermat)—4-12 June 1977
Apply: Foire Internationale de Bruxelles, Palais du Centenaire, B-1020 Brussels.

1978

PARIS:
International Woodworking Machinery Exhibition (Expobois)—April 1978
Apply: French Trade Exhibitions, 196 Sloane Street, London, S.W.1 (Tel. 01-235 3234/5).

PARIS:
Machine Tool and Mechanical Factory Equipment Exhibition—May 1978
Apply: French Trade Exhibitions, 196 Sloane Street, London, S.W.1 (Tel. 01-235 3234/5).

Foodstuffs, food machinery, hotel and catering equipment

1976

LJUBLJANA:
International Viticulture and Wine Growing Fair—30 August-5 September 1976
Apply: Ljubljana Fair, Titova 50, Ljubljana.

MUNICH:
International Food Industry Trade Fair (Ikofa)—16-22 September 1976
† Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

MONTE CARLO:
Coffee International Symposium and Trade Fair—21-24 September 1976
Apply: Coffee International Symposium and Trade Fair, Queensway House, 2 Queensway, Redhill RH1 1QS, Surrey

UTRECHT:
International Kitchen Exhibition (IKM)—22-26 September 1976
Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

SARAJEVO:
VIIth International Fair of Spirits, Wines and Non-alcoholic Drinks—11-16 October 1976
Apply: Skenderija—Centre for Cultural, Sports, Social and Economic Activities, Mehmeda Sokolovica BB, Sarajevo.

FRANKFURT:
Federal German Hotel and Restaurant Trade Show—21-28 October 1976
Apply: Messrs Collins and Endres, 36 Sackville Street, London, W.1 (Tel. 01-734 0543).

BERLIN:
German Gastronomy and Foodstuffs Exhibition (Kulinaria)—30 October-7 November 1976
Apply: German Chamber of Industry and Commerce, 11 Grosvenor Crescent, London SW1X 7EE (Tel. 01-235 0691).

BARCELONA:
Hotel Management, Maintenance, Equipment and Gastronomy Exhibition (Hogarotel)—5-14 November 1976
Apply: Apartado de Correos, 7.037 Barcelona.

PARIS:
International Food Equipment Industries Exhibition (Materal)—15-20 November 1976
Apply: French Trade Exhibitions, 196 Sloane Street, London, S.W.1 (Tel. 01-235 3234/5).

PARIS:
International Exhibition for the Malt and Beer Industries—15-20 November 1976
Apply: French Trade Exhibitions, 196 Sloane Street, London, S.W.1 (Tel. 01-235 3234/5).

PARIS:
International Bottling Equipment and Allied Industries Exhibition—15-20 November 1976
Apply: French Trade Exhibitions, 196 Sloane Street, London, S.W.1 (Tel. 01-235 3234/5).

PARIS:
International Exhibition of Machinery and Techniques for the Meat Industry and Trade (Matic)—15-22 November 1976
Apply: French Trade Exhibitions, 196 Sloane Street, London, S.W.1 (Tel. 01-235 3234/5).

1977

WIESBADEN:
Trade Fair for Cafe and Patisserie Equipment (Inter-Kondi-Ca '77)—1977
Apply: Helkmann Ausstellungen K.G., 62 Wiesbaden, Kapellenstrasse 47, Germany.

LILLE:
The First Regional Salon for the Hotel, Restaurant and Cafe Trade (Norexpo)—1977
Apply: M. Bouchery, President, Grand Palais, 59022 Lille (Tel. 53 99 60).

PARIS:
International Exhibition of Confectionery, Chocolate and Biscuits (Intersuc)—April 1977
Apply: French Trade Exhibitions, 196 Sloane Street, London, S.W.1 (Tel. 01-235 3234/5).

SALONIKA:
2nd International Fair of Foods, Beverages and Machines—17-24 April 1977
Apply: Foire Internationale de Thessaloniki, Thessaloniki 36, Greece (Tel. Thessaloniki 271 823).

MUNICH:
International Exhibition of Hotel and Catering Trades (Igafa)—25-30 November 1977
† Apply Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

1978

UTRECHT:
International Food Fair (ROKA)—February 1978
† Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

BRUSSELS:
European Professional Fair for Industry and Handicraft of Bakery—February 1978
Apply: Palais de Centenaire, B-1020 Brussels, Belgium.

PARIS:
International Bakery and Pastry Exhibition (Europain)—March 1978
Apply: French Trade Exhibition, 196 Sloane Street, London, S.W.1 (Tel. 01-235 3234/5).

PARIS:
International Exhibition of Confectionery, Chocolate and Biscuits (Intersuc)—April 1978
Apply: French Trade Exhibitions, 196 Sloane Street, London, S.W.1 (Tel. 01-235 3234/5).

STUTTGART:
International Trade for the Hotel Catering and Bakery Trades (Intergastra)—April 1978
† Apply: C.E.S. (Overseas) Ltd., Bridge House, 181 Queen Victoria Street, London, E.C.4 (Tel. 01-236 0911).

Footwear

1977

ATHENS:
5th Shoe and Leather Fair—1-4 September 1977
Apply: Hellenic Fashion Center, 50 Omirou Street, T.T. 135, Athens, Greece (Tel. 630 115; Telex: 21-4467 Lida GR).

Furniture, furnishings, household equipment and hardware

1976

ST. GALLEN:
International Furniture Fair (Intermoebel)—3-6 September 1976
Apply: Intexpo, Museum Strasse 1, 9004 St. Gallen.

MILAN:
International Household Goods and Hardware (Macef)—3-7 September 1976
Apply: General Secretariat, Via Solferino 25, 20121 Milan.

BASLE:
International Hardware Fair (Interferex)—5-7 September 1976
Apply: Interferex AG, CH-8001, Zurich.

UTRECHT:
International Decor—Soft Furnishings Exhibition—12-16 September 1976
Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

SUBOTICA:
International Fair of Industry, Handicrafts, Folk Arts and Crafts, Household Products—9-17 October 1976
Apply: Suboticki Sajam, Sep Ferenca 5, Subotica.

BELGRADE:
XIVth International Fair of Furniture, Accessories and Interior Decoration—18-23 November 1976
Apply: Belgrade International Trade Fair, 11001 Bulevard Vojode Misica 14, Belgrade, Yugoslavia.

1977

PARIS:
National Furniture Exhibition—January 1977
Apply: French Trade Exhibition, 196 Sloane Street, London, S.W.1 (Tel. 01-235 3234/5).

PARIS:
International Arts of Home-Making Exhibition (Arts Menagers)—February 1977
Apply: French Trade Exhibitions, 196 Sloane Street, London, S.W.1 (Tel. 01-235 3234/5).

AMSTERDAM:
International Household Fair (Huishoudbeurs)—April 1977
Apply: Miss R. Bentley, 19 Freke Road, London SW11 5PU (Tel. 01-228 2880).

1978

PARIS:
International Art of Home-Making Exhibition (Arts Menagers)—February 1978
Apply: French Trade Exhibitions, 196 Sloane Street, London, S.W.1 (Tel. 01-235 3234/5).

PARIS:
Exhibition of Materials and Items to be used for the Manufacture of Furniture, Chairs and Bedding (Aprofal)—April 1978
Apply: Commissariat General, Comite des Expositions, 7 rue Copernic, 75782 Paris, Cedex 16 (Tel. 553 86 30).

Gas and oil extraction and distribution including offshore activities

1977

DUSSELDORF:
International Congress and Exhibition for Liquified Petroleum—29 August-1 September 1977
Apply: J. Naylor, International Trade Fair Agencies Ltd., 10, Old Bond Street, London W1X 3DB (Tel. 01-409 0956).

Heating and ventilating

1978

GOTHENBURG:
Heating, Ventilating and Sanitary Equipment Trade Fair—1978
Apply: Svenska Massan, Skanesgatan 26, S-41251, Gothenburg (Tel. 031-20 00 00).

ZURICH:
International Heating Air Conditioning and Sanitation Exhibition—Spring 1978
Apply: Zuspa International Trade Fair, Thurgauestr 7, 8050 Zurich (Tel. (051) 46 50 55).

Horticulture and horticultural equipment

1976

LJUBLJANA:
7th International Exhibition Horticultural—18-21 September 1976
Apply: Ljubljana Fair, Titova 50, Ljubljana.

KARLSRUHE:
Trade Exhibition for Commercial Horticultural Equipment (Technik im Gartenbau)—24-27 September 1976
Apply: Ausstellungs-und Kongress GmbH, 75 Karlsruhe 1, Festplatz VI-3, Postfach 1208 (Tel. 0721 2.32 26).

UTRECHT:
Garden and Park Fair—12-16 October 1976
Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel: 01-486 1951).

1977

STUTTGART:
Amateur Gardeners Exhibition (Dein-Garten)—23-27 March 1977
† Apply: C.E.S. (Overseas) Ltd., Bridge House, 181 Queen Victoria Street, London, E.C.4 (Tel. 01-236 0911).

STUTTGART:
Federal Garden Show—29 April-23 October 1977
Apply: C.E.S. (Overseas) Ltd., 181 Queen Victoria Street, London, E.C.4 (Tel. 01-236 0911).

Hospital, medical, surgical and dental equipment

1976

MILAN:
International Exhibition of Orthopaedic Equipment and Material (Intersan)—2-4 October 1976
Apply: The Secretary, Intersan, via Nirone, 2/A, 20123 Milan, Italy.

VIENNA:
6th International Trade Exhibition of Medical and Hospital Equipment (IFAS)—19-21 October 1976.
Apply: The Austrian Commercial Delegate in Great Britain, 1 Hyde Park Gate, London SW7 5ER (Tel. 01-584 6938).

BRUSSELS:
International Optical Fair (Incof)—20-23 November 1976
Apply: Norman F. Keenan and Associates, Crown House, Morden, Surrey (Tel. 01-540 1101).

PARIS:
International Dental Congress and Exhibition—30 November-4 December 1976
Apply: Jacques Charon, Secretariat General, 22 Avenue de Villiers, 75017 Paris (Tel. 924 85 32).

1977

ZURICH:
International Trade Fair for Hospital and Medical Equipment (IFAS)—May 1977
Apply: Arbeitsgemeinschaft fur Fachmassen, Sekretariat, Hofackerstrasse 36, 8032 Zurich.

DUSSELDORF:
International Trade Fair for Optometry (Optica '77)—14-17 May 1977
Apply: J. Naylor, International Trade Fair Agencies Ltd., 10, Old Bond Street, London W1X 3DB (Tel. 01-409 0956).

Jewellery and giftware

1976

ATHENS:
Hellenic Gold and Silver Week—1-4 September 1976
Apply: Hellenic Fashion Center, 50 Omirou Street, T.T. 135 Athens, Greece (Tel. 620 115. Telex 214467).

PARIS:
Exhibition of Art Manufacturers 'Ateliers d'Art'—8-13 September 1976
Apply: French Trade Exhibitions, 196 Sloane Street, London, S.W.1 (Tel. 01-235 3234/5).

1977

VICENZA:
International Jewellers, Goldsmiths and Silversmiths Exhibition—January 1977
Apply: Ente Fiera di Vicenza, Viale degli Scaligeri, C.P. 333, 36100 Vicenza.

PARIS:
Exhibition of Art Manufacturers 'Ateliers d'Art'—January 1977
Apply: French Trade Exhibitions, 196 Sloane Street, London, S.W.1 (Tel. 01-235 3234/5).

MUNICH:
International Trade Fair for Watches, Clocks, Jewellery, Precious Stones and Silverware with Manufacturing Equipment (Inhorgenta)—March 1977.
* Apply: Exhibition Consultants Ltd., 11, Manchester Square, London, W.1 (Tel. 01-486 1951).

PARIS:
Jewellery, Silverware, Clocks, Watches and Gifts Exhibition 'Bijorhca'—September 1977
Apply: French Trade Exhibitions, 196 Sloane Street, London, S.W.1 (Tel. 01-235 3234/5).

PARIS:
Exhibition of Art Manufacturers 'Ateliers d'Art'—September 1977
Apply: French Trade Exhibitions, 196 Sloane Street, London, S.W.1 (Tel. 01-235 3234/5).

1978

PARIS:
Jewellery, Silverware, Clocks, Watches and Gifts Exhibition (Bijorhca)—January 1978
Apply: French Trade Exhibitions, 196 Sloane Street, London, S.W.1 (Tel. 01-235 3234/5).

PARIS:
Exhibition of Art Manufacturers 'Ateliers d'Art'—January 1978
Apply: French Trade Exhibitions, 196 Sloane Street, London, S.W.1 (Tel. 01-235 3234/5).

Laundry and allied services

1977

PARIS:
International Laundry Dyeing and Dry-Cleaning Exhibition—November 1977
Apply: M. Auer, 80 Bd Malesherbes, 75008. (Tel. 522 0733).

Leather, leather goods and fur

1976

DUSSELDORF:
European Handbag Trade Fair (Europel)—24-26 October 1976
Apply: J. Naylor, International Trade Fair Agencies Ltd., 10 Old Bond Street, London W1X 3DB (Tel. 01-409 0956).

PIRMASENS:
Leather Week—9-11 November 1976
Apply: Pirmenser Messe GmbH, 678 Pirmasens, Dankelsbachstrasse 19 (Tel. 06331-851).

1977

PARIS:
International Leather Goods and Luggage Exhibition—January 1977
Apply: M. Thomas, Salon de la Maroquinerie et Articles de Voyage, 6 Rue Beranger, 75139 Paris (Tel. 272 94 71).

OFFENBACH:
International Leathergoods Fair—26 February-2 March 1977
Apply: Offenbacher Messe GmbH, 605 Offenbach-am-Main, 1 Kaiserstrasse, 108-112.

PARIS:
International Fur Trade Exhibition—April 1977
Apply: French Trade Exhibtions, 196 Sloane Street, London, S.W.1 (Tel. 01-235 3234/5).

PIRMASENS:
Leather Week—3-5 May 1977
* Apply: Pirmasenser Messe GmbH, 678 Pirmasens, Dankelsbachstrasse, 19 (Tel: 0633-851).

OFFENBACH:
International Leather Goods Fair—27-31 August 1977
Apply: Offenbacher Messe GmbH, 605, Offenbach-am-Main, 1 Kaiserstrasse, 108-112.

ATHENS:
5th Shoe and Leather Fair—1-4 September 1977
Apply: Hellenic Fashion Center, 50 Omirol Street, T.T. 135, Athens, Greece (Tel. 630 115 Telex 21-4467 Lida GR).

PIRMASENS:
Leather Week—8-10 November 1977
* Apply: Pirmasenser Messe GmbH, 678 Pirmasens, Dankelsbachstrasse 19 (Tel. 06331-851).

1978

PARIS:
Leathergoods and Luggage Exhibition—January 1978
Apply: Salon de la Maroquinerie et Articles de Voyage, 6 Rue Beranger 75139, Paris (Tel. 272 94 71).

OFFENBACH:
International Leather Goods Fair—February 1978
Apply: Offenbacher Messe GmbH, 605 Offenbach-am-Main 1 Kaiserstrasse, 108-112.

PARIS:
International Fur Trade Exhibition—April 1978
Apply: French Trade Exhibitions, 196 Sloane Street, London, S.W.1 (Tel. 01-235 3234/5).

PIRMASENS:
Leather Week—9-11 May 1978
* Apply: Pirmasenser Messe GmbH, 678 Pirmasens Dankelsbachstrasse, 19 (Tel. 06331-851).

Motor vehicles, motor cycles and cycles

1976

DUSSELDORF:
The Fourth International Electric Vehicle Symposium—30 August-2 September 1976
Apply: Executive Secretary, Electric Vehicle Council, 90 Park Avenue, New York, NY 10016 (Tel: 212 573 8700).

MUNICH:
Winter Services Equipment Fair—4-7 September 1976
Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-468 1951).

TURIN:
International Motor Show—3-14 November 1976
Apply: Comitato Organizzhtore Salone, Internazionale dell Automobile, Corso Galiloo Ferrhris 61, Turin, Italy.

1977

AMSTERDAM:
International Motor Show (Passenger Cars—Personeauto Rai 77)—February 1977
Apply: Miss R. Bentley, 19 Freke Road, London, SW11 5PU (Tel. 01-228 2880).

AMSTERDAM:
Motor Cycle Show (Rai Motorweekend 77)—April 1977
Apply: Miss R. Bentley, 19 Freke Road, London, SW11 5PU (Tel. 01-228 2880).

AMSTERDAM:
International Trade Fair for Garage Equipment and Parts of Motorcars (Autovak 77)—April 1977
Apply: Miss R. Bentley, 19 Freke Road, London, SW11 5PU (Tel. 01-228 2880).

BARCELONA:
International Motor Show—April/May 1977
Apply: Salon Internacional del Automovil, Avenue Maria Cristina, Parque de Montjuich Barcelona.

1978

AMSTERDAM:
International Commercial Vehicle Exhibition—February 1978
† Apply: Miss R. Bentley, 19 Freke Road, London, SW11 5PU (Tel. 01-228 2880).

Music and musical instruments

1976

SKOPJE:
International Exhibition of Musical Instruments, Records and Musical-Club Equipment—6-10 September 1976
Apply: Skopski Saem (Skopje Fair) PO Box 356 Skopje.

ZAGREB:
Record and Accoustic Appliances and Equipment Exhibition (Interdisc '76)—18-21 November 1976
Apply: Zagreb Fair, 2 Aleja Borisa Kidrica, Zagreb.

BRUSSELS:
Musical Instrument Exhibition—27 November-5 December 1976
Apply: Salon de la Musique, Palais du Centenaire Brussels 1020, Belgium.

Office machinery and equipment

1976

AMSTERDAM:
International Office Machinery and Equipment Exhibition (Efficiency Beurs '76)—29 September-7 October 1976
† Apply: Miss R. Bentley, 19 Freke Road, London, SW11 5PU (Rel. 01-228 2880).

STUTTGART:
Office Machinery and Office Furniture Exhibition (Das Moderne Buro)—5-9 October 1976
† Apply: C.E.S. (Overseas) Ltd., Bridge House, 181 Queen Victoria Street, London E.C.4. (Tel. 01-236 0911).

ZAGREB:
8th International Exhibition of Data processing systems and office equipment (Interbiro '76)—18-23 October 1976
* Apply: Exhibition Consultants Ltd., 11 Manchester Square, London W.1 (Tel. 01-486 1951).

MUNICH:
Trade Exhibition of Office Machines, Office Furniture and Organizational Methods (BURO) 3-5 November 1976
Apply: Exhibition Consultants Ltd., 11 Manchester Square, London W.1 (Tel. 01-486 1951).

POZNAN:
Poland 'Interburo' International Trade Fair for office equipment—28 Nov-2 December 1976
Apply: Management of the Poznan International Fair, Glogowska 14 60-724 Poznan. (Tel. 612-21. Telex 0415 210).

1977

VIENNA:
International Office Organisation Exhibition (Ifabo)—May 1977
* Apply: The Austrian Commercial Delegate in Great Britain, 1 Hyde Park Gate, London SW7 5ER (Tel. 01-584 6938).

BERLIN:
Office Equipment Exhibition (Buro-Data)—October 1977
Apply: German Chamber of Industry and Commerce, 11 Grosvenor Crescent, London SW1X 7EE (Tel. 01-235 0691).

FRANKFURT:
Office Supplies Exhibition—25-28 October 1977
Apply: Messrs Collins and Endres, 36 Sackville Street, London, W.1 (Tel: 01-734 0543).

1978

VIENNA:
International Office Organisation Exhibition (Ifabo)—May 1978
* Apply: The Austrian Commercial Delegate in Great Britain, 1 Hyde Park Gate, London SW7 5ER (Tel. 01-584 6938).

Packaging machinery and materials, including containers

1976

POZNAN:
Poland 'Taropak' International Packaging Storage and Handling Exhibition—12-19 September 1976
Apply: Management of the Poznan International Fair, Glogowska 14 60-734 Poznan. Tel. 612-21. Telex

DUBLIN:
Irish Packaging Exhibition—
20-23 September 1976
Apply: Industrial Trade Fairs (Ireland) Ltd., City Hall, Deansgate, Manchester M3 4PM.

PADUA:
International Exhibition of Mechanical Handling, Storage, Distribution—6-10 October 1976
Apply: E. A. Fiera Internazionale di Padova, via N. Tommaseo, 59-1-35100 Padova. Tel. (049) 38,620.

1977

BASLE:
International Packaging Exhibition (Swiss Pack)—
24-27 May 1977
Apply: Schweizer Mustermesse, 4021 Basle. (Tel. 061/26 20 20).

Pottery and Glass

1977

PARIS:
International Exhibition of China, Glassware, Pottery, Silverware, Jewellery, Watches and Clocks ('Sifbihor')—
April 1977
Apply: French Trade Exhibitions, 196 Sloane Street S.W.1 (Tel. 01-235 3234/5).

1978

PARIS:
International Exhibition of China, Glassware, Pottery, Silverware, Jewellery, Watches and Clocks ('Sifbihor')—
April 1978
Apply: French Trade Exhibitions, 196 Sloane Street, S.W.1 (Tel. 01-235 3234/5).

Printing, stationery and printing machinery

1976

BASLE:
International Exhibition of Colour Technology for the Paint, Plastics, Printing Ink and Allied Industries—
7-11 September 1976
Apply: Mack Brooks Exhibitions Ltd., 62/64 Victoria Street, St. Albans Herts, AL1 3XT Tel. (56) 63213.

GOTHENBURG:
Reproduction, Printing, Paper Exhibition (Contact)—
17-21 November 1976
Apply: Svenska Massan Stiktelse, S-41251 Gothenburg. (Tel. 031 200 000. Telex 20600 Maessan).

1977

PARIS:
International Professional Stationery Show (Sippa)—
January 1977
Apply: Comite du Salon de la Papeterie, 14 Boulevard Montmartre, Paris 75009.

1978

PARIS:
International Paper Printing and Graphic Arts Industry Exhibition—June 1978
Apply: M. Ollive, 10 Rue Colisee, 92800 Puteaux. (Tel. 722 78 10).

Scientific instruments and nuclear equipment

1977

BORDEAUX:
International Exhibition and Colloquium on Nuclear Techniques and New Sources of Energy (Energiexpo)—
24-28 January 1977
Apply: M. D. Berger, Exhibition Consultants Ltd., 11 Manchester Square, London, W.1. (Tel. 01-486 1951).

Ships and boats

1976

HAMBURG:
Ship and Machinery Exhibition—21-25 September 1976
† Apply: Hamburg Fairs and Congress Company, 13 College Place, Southampton, Hampshire SO1 2FE (Tel. 0703-31134/5).

GOTHENBURG:
Floating Boat Show—24-27 September 1976
Apply: Svenska Massan Stiftelse, S 41251, Gothenburg. (Tel. 031 200000. Telex 20600 Maessan S).

FRIEDRICHSHAFEN:
International Boat Show (Interboot)—
25 September-3 October 1976
• Apply: Exhibitions and Trade Fairs (International) Ltd., 943a Brighton Road, Purley, Surrey (Tel. 01-668 2467).

MALMO:
International Boat Show (BAT '76)—
22-24 and 28-31 October 1976
Apply: Skanes Seglarforbund, c/o Mr. K. Wyhlen, Box 30005, S-200 61, Malmo.

COPENHAGEN:
International Boat Show—6-14 November 1976
Apply: Bella Centre, Center Boulevard, DK 2300, Copenhagen. (Tel. (01) 51 8811. Telex. 31188 Bella DK).

1977

MUNICH:
Caravan Boat and Accessories Exhibition (Caravan and Boot)—February 1977
• Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1. (Tel. 01-486 1951).

FRIEDICHSCHAFEN:
International Boat Show (Interboot)—1-9 October 1977
• Apply: Exhibitions and Trade Fairs (International) Ltd., 943A Brighton Road, Purley, Surrey (Tel. 01-668 2467).

Sports goods and camping equipment, including caravans

1976

JONKOPING, SWEDEN:
International Trade Fair for Sport and Open Air Activities—
23-27 August 1976
Apply: Elmia AB; Box 6066, S-550 06, Jonkoping, Sweden. (Tel. 036/11 90 60).

PARIS:
Summer Sports and Leisure Exhibition (Sisel)—
19-21 September 1976
Apply: French Trade Exhibitions, 196 Sloane Street, London, S.W.1. (Tel. 01-235 3234/5).

ESSEN:
International Caravan Exhibition (IDFA)—
25 September-3 October 1976
Apply: German Chamber of Industry and Commerce, 11 Grosvenor Crescent, London, SW1X 7EE (Tel. 01-235 9947).

LJUBLJANA:
7th International Fair of Winter Sports and Tourism (Ski-Export '76)—26-31 October 1976
Apply: Ljubljana Fair, Titova 50, Ljubljana.

ZAGREB:
International Fair of Sports and Recreation Equipment—
15-20 November 1976
Apply: Zagreb Fair, 2 Aleja Borisa Kidrica, Zagreb.

LJUBLJANA:
7th International Fair of Winter Sports (Ski-Export '76)—
17-21 November 1976
Apply: Ljubljana Fair, Titova 50, Ljubljana.

1977

STUTTGART:
International Exhibition for Caravans, Motors, and Tourism (C.M.T.)—22-30 January 1977
• Apply: CES (Overseas) Ltd., Bridge House, 181 Queen Victoria Street, London, E.C.4. (Tel. 01-236 0911).

MUNICH:
Caravan, Boat and Accessories Exhibition—
5-13 February 1977
Apply: Exhibition Consultants Ltd., 11 Manchester Square, London W.1. (Tel. 01-486 1951).

MUNICH:
International Sports Equipment Fair (ISPO)—
24-27 February 1977
• Apply: Exhibition Consultants Ltd., 11 Manchester Square, London W.1. (Tel. 01-486 1951).

GRENOBLE:
International Winter Sports Exhibition (Alpexpo)—
March 1977
Apply: French Trade Exhibitions, 196 Sloane Street, London, S.W.1. (Tel. 01-235 3234/5).

LISBON:
International Exhibition of Sports Equipment (Nauticampo)—
April 1977
Apply: Fil, Nauticampo, Praca das Industrias, Lisbon 3.

STUTTGART:
International Collectors' Exchange and German Weapon Fair (ISA '77)—May 1977
• Apply: CES (Overseas) Ltd., Bridge House, 181 Queen Victoria Street, London, E.C.4 (Tel. 01-236 0911).

PARIS:
International Caravan Exhibition—September 1977
Apply: M. Rotivel, 35 Rue des Renaudes, 75017 Paris (Tel. 267 3944).

PARIS:
International Sports and Leisure Exhibition (Sisel)—
September 1977
Apply: French Trade Exhibitions, 196 Sloane Street, London, S.W.1 (Tel. 01-235 3234/5)

1978

STUTTGART:
International Exhibition for Caravans, Motors and Tourism (CMT)—January 1978
• Apply: C.E.S. (Overseas) Ltd., Bridge House, 181 Queen Victoria Street, London, E.C.4 (Tel. 01-236 0911).

GRENOBLE:
International Winter Sports Exhibition (Alpexpo)—
March 1978
Apply: French Trade Exhibitions, 196 Sloane Street, London, S.W.1 (Tel. 01-235 3234/5).

STUTTGART:
International Collectors' Exchange and German Weapon Fair (ISA '78)—May 1978
• Apply: C.E.S. (Overseas) Ltd., Bridge House, 181 Queen Victoria Street, London, E.C.4 (Tel. 01-236 0911).

Textiles and textile machinery

1976

POZNAN, POLAND
International Exhibition for Textile Industry Equipment (Intermasz)—12-19 September 1976
Apply: Management of the Poznan International Fair, Glogowska, 14.60-734 Poznan (Tel. 612-21; Telex: 0415 210).

ISTANBUL:
1st International Textile Accessory Exhibition (ITAE '76) —22-26 November 1976
Apply: Interteks Organisation, Kat 3 No. 7, Gazi Ethem Pasa Sitesi, Osmanbey, Istanbul, Turkey.

ZAGREB:
International Contract-Making on Textile Products—
2 November 1976
Apply: Zagreb Fair, 2 Aleja Borisa Kidrica, Zagreb.

Toys and games

1977

PARIS:
International Toy Fair—February 1977
Apply: French Trade Exhibitions, 196 Sloane Street, London, S.W.1 (Tel. 01-235 3234/5).

1978

PARIS:
International Toy Fair—February 1978
Apply: French Trade Exhibitions, 196 Sloane Street, London, S.W.1 (Tel. 01-235 3234/5).

Watches and clocks

1976

BERNE:
International Exhibition for Miniaturised Automation—22-27 September 1976
Apply: Sama International, Case Postale 1052, CH-2501 Bienne (Tel. 032 23 66 36).

BESANCON:
International Clock and Watchmaking Industries Exhibition (M ronora)—12-16 October 1976
Apply: M. Lagrange, Parc des Expositions Planoise, 25-Besancon.

1977

MUNICH:
International Trade Fair for Watches, Jewellery, Precious Stones and Silverware (Inhorgenta)—12-15 February 1977
• Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

BESCANCON:
International Clock and Watchmaking Industry Exhibition (Micronora)—May 1977
Apply: M. Lagrange, Directeur General, Parc des Expositions, 25000 Besancon-Planoise (Tel. 87 21 74).

1978

MUNICH:
International Trade Fair for Watches, Jewellery, Precious Stones and Silverware (Inhorgenta)—February 1978
• Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

Water, effluent and air treatment plant including anti-pollution, cleaning and refuse disposal equipment

1976

GOTHENBURG:
Scancorr (Anti-Corrosion Fair)—17-21 November 1976
Apply: Svenska Massan, Stiftelse, S-41251 Gothenburg (Tel. 031 200 000; Telex: 20600 Maessan S.).

MILAN:
International Cleaning and Sanitation Exhibition (Pulisan) —25-29 November 1976
Apply: Secretary, Via Paglo da Cannobio 9, 20122 Milan.

1977

AMSTERDAM:
International Exhibition for the Treatment, Storage and Use of Water (Aquatech)—September 1977
• Apply: David Court, 19 Queen Anne's Grove, London, W.4 (Tel. 01-994 1060).

MILAN:
International Cleaning and Sanitation Exhibition (Pulisan) —November 1977
Apply: Secretary, Via Paolo da Cannobio 9, 20122 Milan.

1978

PARIS:
Man, Air, Water, Noise and Waste Exhibition (Environnement-Expo)—June 1978
Apply: M. D. Berger, Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01 486 1951).

Other specialised fairs

1976

COPENHAGEN:
International Exhibition of Materials, Handling and Material Flow Systems, in Production, Warehouse and Transport (Trans-'76)—1-4 September 1976
Apply: Bella Centret, Centre Boulevard, DK-2300 Copenhagen (Tel. (01) 51 88 11; Telex: 31188 Bella DK).

STUTTGART:
International Trade Exhibition for Home Improvement Supplies (Do-It-Yourself)—8-12 September 1976
• Apply: C.E.S. (Overseas) Ltd., Bridge House, 181 Queen Victoria Street, London, E.C.4 (Tel. 01-236 0911).

BELGRADE:
International Exhibition of Traffic, Communications and Work Conveying Aid and Equipment—10-15 September 1976
Apply: Belgrade International Trade Fair, Bulevar Vojvode Misica 14, Belgrade.

BERLIN:
German Industries Exhibition and Congress, 'Rational Utilisation of Energy in Conurbations', with special Exhibition—18-26 September 1976
Apply: German Chamber of Industry and Commerce, 11 Grosvenor Crescent, London SW1X 7EE (Tel. 01-235 0691).

STUTTGART:
International Fair of Bathing Facilities (Interbad)—22-26 September 1976
Apply: C.E.S. (Overseas) Ltd., Bridge House, 181 Queen Victoria Street, London, E.C.4 (Tel. 01-236 0911).

BERNE:
International Exhibition for Miniaturised Automation—22-27 September 1976
Apply: SAMA International, Case Postale 1052, CH-2501, Biel (Tel. 032 2366 36).

BUCHAREST, ROMANIA:
Metal—Special and Non-alloy Steels; Non-ferrous Strips and Materials—28 September-1 October 1976
Apply: Publicom, Foreign Trade Publicity Agency, 22 N. Balcescu Boulevard, Bucharest (Telex 11374 a/b Camrom).

GENEVA:
Interactive Computer Graphics Conference and Exhibition —5-8 October 1976
Apply: Mack-Brooks Exhibitions Ltd., 62-64 Victoria Street, St. Albans AL1 3XT, Herts (Tel. (56) 63213).

BUCHAREST- ROMANIA:
Non-destructive Testing Installations, Apparatus and Procedures (Nedestructiv)—5-8 October 1976
Apply: Publicom, Foreign Trade Publicity Agency, 22 N. Balcescu Boulevard, Bucharest (Telex 11374 a/b Camrom.

SKOPJE:
XVIIth International Fair of Tobacco and Machines—11-17 October 1976
Apply: Skopski Saem (Skopje Fair), P.O. Box 356, Skopje.

SKOPJE:
International Exhibition of Equipment for Hilly Terrain—11-17 October 1976
Apply: Skopski Saem (Skopje Fair), P.O. Box 356, Skopje.

BUCHAREST, ROMANIA:
Auto-Service—Automobile Accessories, Motor Vehicle Condition Assessment Equipment, Road Traffic Control Systems, Motor Vehicle Maintenance, Technology—12-15 October 1976
Apply: Publicom, Foreign Trade Publicity Agency, 22 N. Balcescu Boulevard, Bucharest (Telex 11374 a/b Camrom).

ROTTERDAM:
International Trade Exhibition for Wood, Wood Products and Board Material, Wood Treatment, Hardware and Chemical Products for Treatment of Wood (HOUT '76)—20-23 October 1976
Apply: Intradex B.V., Hoogstraat 111, Rotterdam-3001 (Tel. (010)-13 03 11. Telex 27436).

BELGRADE:
IIIth International Exhibition of Traffic, Communications and Internal Transport—25-30 October 1976
Apply: Belgrade International Trade Fair, 11001 Bulevar Vojvodo Misica 14, Belgrade, Yugoslavia.

LJUBLJANA:
International Fair of Non-Ferrous and Ferrous Metals and Non-Metals—1-6 November 1976
Apply: Ljubljana Fair, Titova 50, Ljubljana.

BUCHAREST, ROMANIA:
Sits—Industrial Use Sieves, Sieve Accessories—9-12 November 1976
Apply: Publicom, Foreign Trade Publicity Agency, 22 N. Balcescu Boulevard, Budapest (Telex 11374 a/b Camrom).

HAMBURG:
International Transport Exhibition (Tai Hamburg '76)—16-20 November 1976
Apply: Hamburg Fairs and Congress Company, 13 College Place, Southampton, Hampshire SO1 2FE (Tel. 0703-31134).

ZURICH:
International Safety Exhibition—17-21 November 1976
Apply: Arbeits Gemeinschaft für Fachmessen A.G., Hofackerstrasse 36, 8032 Zurich (Tel. 0153418 268344).

BUCHAREST, ROMANIA:
Foto-Kino—Laboratory and Industrial Photography Apparatus and Materials, Research Photography Installations for Various Fields—23-26 November 1976
Apply: Publicom, Foreign Trade Publicity Agency, 22 N. Balcescu Boulevard, Bucharest (Telex 11374 a/b Camrom).

BUCHAREST- ROMANIA:
Pluta—Cork-based Raw Materials and Products—7-10 December 1976
Apply: Publicom, Foreign Trade Publicity Agency, 22 N. Balcescu Boulevard, Bucharest (Telex 11374 a/b Camrom).

BUDVA:
International Exhibition of Tourist Prospects and Information Media—7-15 December 1976
Apply: Jadranski Sajam (Jadran Fair), Budva.

BUDVA:
Specialised Exhibition—'Tourist and Home Equipment'—7-15 December 1976
Apply: Jadranski Sajam (Jadran Fair), Budva.

PARIS (LE BOURGET):
International Entertainment Technology and Leisure Equipment Exhibition (Forainexpo-Amusexpo)—13-15 December 1976
Apply: M. D. Berger, Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

1977

BORDEAUX:
Oceanexpo/Interfishing—8-13 March 1977
Apply: M. Berger, Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01 486 1951).

MUNICH:
International Light Industries and Handicrafts Fair (IHM) —26 March-3 April 1977
• Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

PARIS:
International Exhibition of Advanced Transportation Systems (Transport-Expo)—19-24 April 1977
Apply: M. D. Berger, Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

STUTTGART:
International Collectors' Exchange and German Weapons Fair (ISA '77)—18-22 May 1977
• Apply: C.E.S. (Overseas) Ltd., Bridge House, 181 Queen Victoria Street, London, E.C.4 (Tel. 01 236 0911).

AMSTERDAM:
International Stamp Exhibition (Amphilex)—27 May 2 June 1977
Apply: Miss R. Bentley, 19 Freke Road, London SW11 5PU (Tel. 01-228 2880).

SALONIKA:
5th International Marble Fair—5-12 June 1977
Apply: Foire Internationale de Thessaloniki, Thessaloniki 36, Greece (Tel. Thessaloniki 271 823).

STUTTGART:
International Shutter and Blinds Fair (R.77)—9-12 June 1977
• Apply: C.E.S. (Overseas) Ltd., Bridge House, 181 Queen Victoria Street, London, E.C.4 (Tel. 01-236 0911).

STUTTGART:
International Trade Exhibition for Home Improvement Supplies (Do-It-Yourself)—7-11 September 1977
• Apply: C.E.S. (Overseas) Ltd., Bridge House, 181 Queen Victoria Street, London, E.C.4 (Tel. 01-236 0911).

PARIS (LE BOURGET):
Technical Assembly Days—13-16 September 1977
Apply: M. D. Berger, Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01486 1951).

PARIS:
Do-it-Yourself Exhibition (Bricolage)—October 1977
Apply: M. Devos, Salon du Bricolage, 42 rue du Louvre, Paris 75001 (Tel. 231 40 31).

1978

PARIS (LE BOURGET):
International Entertainment Technology and Leisure Equipment Exhibition (Forainexpo-Amusexpo)—11-13 January 1978
Apply: M. D. Berger, Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 486 1951).

MUNICH:
International Trade Fair for Watches, Clocks, Jewellery and Silverware (Inhorgenta)—February 1978
• Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

MUNICH:
International Light Industries and Handicraft Fair (IHM) —Spring 1978
• Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

GOTHENBURG:
Public Transport Systems in Urban Areas Trade Fair—27-30 June 1978
Apply: Svenska Massan, Skanegatan 26, S-41251, Gothenburg (Tel. 031-20 00 00).

Section 3

Trade fairs and exhibitions outside Europe

General fairs

1976

SANTA CRUZ:
9th International Fair—September 1976
Apply: Comite de Exposiciones Ferias, Santa Cruz, Bolivia.

DAKAR:
2nd International Fair—3-12 December 1976
Apply: M. le Presidente, Internationale d'echanges de Dakar, BP 3329, Dakar, Senegal, West Africa.

SANTIAGO:
Feria International de Santiago—
28 October-14 November 1976
Apply: Director, FISA, Tenderini No. 187, Piso 3°, Casilla 40-D, Santiago.

1977

SYDNEY:
Royal Easter Show—1-12 April 1977
Apply: Royal Agriculture Society of NSW, GPO Box 4317, Sydney, NSW 2001.

TEHRAN:
International Technology Fair—20-27 May 1977
Apply: Norman F. Keenan and Associates, Crown House, Morden, Surrey SM4 5EB (Tel. 01-540 1101).

SYDNEY:
Asian Trade Fair—29 May-6 June 1977
Apply: Riddell Exhibition Promotions Pty. Ltd., 166 Albert Road, South Melbourne, Victoria 3205.

Agriculture, forestry, fishing, and agricultural machinery

1976

PORTO ALEGRE:
International Agricultural Show—22-30 August 1976
Apply: Mr. Knapman, British Agricultural Export Council, Agriculture House, Knightsbridge. London SW1X 7NQ (Tel. 01-245 9819).

ADELAIDE:
Royal Agricultural and Horticultural Show—
27 August-4 September 1976
Apply: Royal Agricultural and Horticultural Society of South Australia Inc., The Show Grounds, Wayville, South Australia 5034.

MELBOURNE:
Australian Fisheries Exposition—21-23 September 1976
Apply: Australian Fisheries Exposition, GPO Box 2246 U, Melbourne, Victoria 3001.

INDIANA:
Farm Progress Show—28-30 September 1976
Apply: Mr. McKinnie, Indiana Prairie Farmer, 1308 North Meridian Street, Indianapolis, Indiana 46202.

SYDNEY:
Orange National Field Days—15-18 November 1976
Apply: Orange Field Day Corporation Ltd., 205 Anson Street, Orange, NSW 2800.

1977

TULARE—CALIFORNIA:
Farm Equipment Show—10-12 February 1977
Apply: Dan T. Johns, Greater Tulare Chamber of Commerce, P.O. Box 1475, Tulare, California 93274.

KANSAS CITY:
Western Farm Show—27 February-2 March 1977
Apply: J. Keith Melvin, Business Manager, 638 W39th Street, Kansas City, MO. 64111.

HALIFAX:
World Fishing Exhibition—31 August-7 September 1977
Apply: World Fishing Exhibition, Floor 10, Riverside House, Hough Street, Woolwich SE18 6LR.

SYDNEY:
Orange National Field Days—14-17 November 1977
Apply: Australian National Field Days—Orange, 205 Anson Street, Orange, NSW 2800.

Engineering, electrical and electronic, including radio and television

1976

SINGAPORE:
International Electronic and Industrial Fair (IEF '76)—
2-6 October 1976
Apply: Internatiohal Fair Promotion and Marketing Service Pte. Ltd., Room 718, 7th Floor, Colombo Court, Singapore 6 (Tel. 39347).

1977

SYDNEY:
International Radio and Electronics Engineering Convention 1977—August 1977
Apply: The Institute of Radio and Electronics, Engineers, Australia, ADC Building, 189 Kent Street, Sydney, NSW 2000.

Engineering, other

1976

HALIFAX—Canada:
International Power Transmission and Control Exhibition—
30 August-3 September 1976
Apply: Commercial Exhibitions and Publications Ltd., Riverside House, Hough Street, Woolwich, London SE18 6LR.

TOKYO:
Heating, Air-conditioning and Sanitary Engineering— 22 September-1 October 1976
Apply: The Secretariat c/o Japan Management Association, Kyoritsu Building, 3-1-22 Shiba Park, Minato-Ku, Tokyo, Japan 105 (Tel. Tokyo (03) 434 6211, Telex 0242-3369).

IRUMA:
Japan International Aerospace Show—16-24 October 1976
Apply: Headquarters, Japan International Aerospace Show Executive Office, 4-6 Marunouchi 1-Chome, Chiyoda-Ku, Tokyo 100, Japan (Tel. 03 213 4606).

TOKYO:
8th Japan International Machine Tool Fair (Jimtof)—
15-26 November 1976
Apply: Tokyo International Trade Fair Commission, 4-7-24 Harumi, Chuo-Ku, Tokyo (Tel. (03) 531 3371).

VANCOUVER:
Pacific Industrial Equipment and Materials Handling Show—16-18 November 1976
Apply: Roy Wilson, Norman Keenan and Associates, Crown House, Morden, Surrey (Tel. 01-540 1101).

1977

USA:
International Die Casting Exposition and Congress—
March 1977
Apply: The Society of Die Casting Engineers Inc., 16007 West 8 Mile Road, Detroit, Michigan 48235.

Furniture, furnishings, household equipment and hardware

1976

MELBOURNE:
Hardware Trade Fair—September 1976
Apply: Hardware Retailers Association of Victoria, 13 Atherton Road, Oakleigh 3166.

TEHRAN:
International Sanitary and Household Appliances (SAHO) —24-30 November 1976
Apply: Norman F. Keenan and Associates, Crown House, Morden, Surrey SM4 5EB (Tel. 01-540 1101).

1977

SYDNEY:
Furniture Exhibition—6-11 May 1977
Apply: NSW Guild of Furniture Manufacturers, 1 King Street, Newtown, NSW 2042.

DALLAS:
Market Center Furniture Exhibition—11-16 July 1977
Apply: Bill Cooper, Dallas Market Center, 2100 Stemnons Freeway, Dallas, Texas 75207.

SAN FRANCISCO:
Western Merchandise Mart—July 1977
Apply: Mr. L. Rogers, Western Merchandise Mart, 1355 Market Street, San Francisco, California 94103.

MELBOURNE:
Hardware Trade Fair—September 1977
Apply: Hardware Retailers Association of Victoria, 13 Atherton Road, Oakleigh, Vic. 3166.

Foodstuffs, food machinery, hotel and catering equipment

1976

MELBOURNE:
Expovin International (Wine Exhibition)—4-11 October 1976
Apply: Robin Bradley, 13-17 Jeffcott Street, Melbourne 3003.

Gas and oil extraction and distribution including offshore activities

1977

USA:
Annual Conference and Exhibiton of the Petroleum Industry Electrical Association (PIEA)—April 1977
Petroleum Electrical Supply Association (PESA)
Petroleum Electrical Power Association (PEPA)
Apply: Don R. McCullough, PIEA Exhibits Manager, 4302 Airport Boulevard, Austin, Texas 78722.

Heating and ventilating

1976

TEHRAN:
SAHO (International Sanitary and Household Appliances—24-30 November 1976
Apply: Norman F. Keenan and Associates, Crown House, Morden, Surrey SM4 5EB (Tel. 01-540 1101).

Jewellery and giftware

1977

SYDNEY:
International Gift Trade Fair—February 1977
Apply: World Promotions Pty Ltd., 4-14 Foster Street, Surrey Hills, NSW 2010.

Laundry and allied services

1977

CHICAGO:
World Educational Laundering and Cleaning Congress (Clean '77)—25-28 April 1977
Apply: Robert T. Kenworthy, Exposition Management, United Nations Plaza, New York City, NY 10017.

Motor vehicles, motor cycles and cycles

1976

MELBOURNE:
4th International Motorcycle Show—19-26 September 1976
Apply: Riddell Exhibition Promotions Pty Ltd., Macquarie House, Suite 11, 541 St. Kilda Road, Melbourne 3004.

USA:
Off Highway Vehicle Exposition—September 1976
Apply: Educational and Technical Displays Dept—. S.A.E., 2 Pennsylvania Plaza, New York, NY 10001, USA.

SYDNEY:
Sydney International Motor Show—27 September-8 October 1976
Apply: Chamber of Automotive Industries of New South Wales, 33 Riley Street, Potts Point, NSW 2011.

1977

MELBOURNE:
International Motor Show—10-19 March 1977
Apply: Australian Automobile Dealers Association (Victoria), Victorian Automobile Chamber of Commerce, 464 St. Kilda Road, Melbourne, Victoria 3004.

SYDNEY:
International Motor Show—19-27 August 1977
Apply: Chamber of Automotive Industries, P.O. Box 311, Kings Cross 2011.

MELBOURNE:
International Motor Cycle Show—18-25 September 1977
Apply: Riddell Exhibition Promotions Pty Ltd., 166 Albert Road, South Melbourne, Victoria 3205.

Music and musical instruments

1976

SYDNEY:
National Musical Merchandise Exhibition—August 1976
Apply: Riddell Exhibition Promotions Pty. Ltd., 166 Albert Road, South Melbourne 3205.

Office machinery and equipment

1976

TEL AVIV:
International Exhibition of Office equipment, Data Processing and Printing (Timprint)—18-22 October 1976
Apply: Yerid Hamizrakh Exhibitions Co. Ltd., P.O. Box 21075, Tel Aviv 61210.

Printing, stationery and printing machinery

1976

MEXICO CITY:
Mexprint International Printing, Lithography and Graphic Arts Exposition and Conference for Mexico, Central America and South America—16-20 August 1976
Apply: Seymour A. Robbins, National Expositions Co. Inc., 14 West 40th Street, New York, NY 10018 (Tel. 212 564 8714).

1977

BOSTON:
New England Printing Machinery Show—18-21 January 1977
Apply: New England Printer and Lithographer, Sheraton Building, Atlantic Avenue, Boston, Mass. 02110.

Ships and boats

1976

CALIFORNIA:
North Californian Boat Show Oakland Coliseum—September 1976
Apply: Northern California Marine Association, 16032 Hesperian Boulevard, San Lorenzo, California 94580 (Tel. (415) 278 2558).

BRISBANE:
Telegraph Boat Show—September 1976
Apply: Queensland Newspapers Pty. Ltd., GPO Box 130, Brisbane 4001.

1977

MELBOURNE:
Herald National Boat Show and Camping Display—3-10 July 1977
Apply: Riddell Exhibition Promotions Pty. Ltd., 166 Albert Road, South Melbourne, Victoria 3205.

SYDNEY:
International Boat Show—5-10 August 1977
Apply: Daniel and Cruickshank Pty. Ltd., Suite 202, 11 Clarke Street, Crows Nest, NSW 2065.

Sports goods and camping equipment, including caravans

1976

SINGAPORE:
International Exhibition of Sports, Recreation and Leisure Goods—14-18 August 1976
Apply: International Fair Promotion and Marketing Services Pte Ltd., Room 718, 7th Floor, Colombo Court, Singapore 6 (Tel. 39347).

MIAMI AND SOUTHERN CALIFORNIA
Tennis Industry's National Buying Show—January and August
Apply: Tennis Industry Magazine, 915 Northwest 125th Street, Suite 2C, Miami, Florida 33161.

MELBOURNE:
Caravan and Camping Show—May 1977
Apply: Caravan and Camping Industries Association of Victoria, 65 Wellington Street, Windsor, Victoria 3181.

Textiles and textile machinery

1976

OSAKA:
International Textile Machinery Show (Otemas)—27 September-6 October 1976
Apply: Osaka International Trade Fair Commission, c/o International Hotel, Osaka, 58 Hashizume-Cho, Ucki-Hommachi, Higashi-ku, Osaka (Tel. (06) 941 6939).

CHICAGO:
International Exposition and conference of Non-Wovens Industry—18-21 October 1976
Apply: International Non Wovens and Disposables Association, 10 East 40 Street, New York, NY 10016.

1977

SAO PAULO:
International Textile Machinery Fair (Itmex '77)—10-18 September 1977
Apply: R. E. France, British Textile Machinery Association, 444-446 The Royal Exchange, Manchester M2 7EP (Tel. 061-834 2991).

Toys and games

1976

KANSAS CITY:
Gift and Toy Show of Missouri—1976
Apply: Janice Randol, 216 West 174th Street, Kansas City, Missouri 64108.

Other specialised fairs

1976

SYDNEY:
National Musical Merchandise Exhibition—August 1976
Apply: Riddell Exhibition Promotions Pty. Ltd., 166 Albert Road, South Melbourne 3205.

MELBOURNE:
The Sun Homes Show—21-29 August 1976
Apply: Riddell Exhibition Promotions Pty. Ltd., 166 Albert Road, South Melbourne 3205.

MELBOURNE:
Environment '76—8-13 October 1976
Apply: Total Concept Exhibitions Pty. Ltd., Victoria: Suite 3, 795 Glenferrie Road, Hawthorn, Victoria 3122 (Tel. 81 5366).

NEW YORK:
Interpex Show, Americana Hotel—Dates not yet arranged
Apply: D. R. Seigle Esq., 595 Madison Avenue, New York, NY 10022.

1977

SYDNEY:
2nd Annual Security Industry Exhibition—July 1977
Apply: Daniel Cruikshank Pty. Ltd., 11 Clarke Street, Crows Nest, NSW 2064.

SYDNEY:
Australian International Education Exhibition—19-23 July 1977
Apply: Educare Exhibitions Pty. Ltd., 20 Bridge Street, Sydney.

MELBOURNE:
Sun News-Pictorial International Homes Show—20-28 August 1977
Apply: Riddell Exhibition Promotions Pty. Ltd., 166 Albert Road, South Melbourne, Victoria 3205.

SYDNEY:
Environment '77—13-17 September 1977
Apply: South Pacific Total Concept Exhibitions Pty. Ltd., 475 Pittwater Road, Brookvale, NSW 2100.

A library for exporters

Foreign trade statistics and other economic statistics from almost every country in the world are available for reference in the Statistics and Market Intelligence Library at Export House, 50 Ludgate Hill, London EC4M 7HU. A modern well-equipped library of over 85,000 volumes, it has a reading room for visitors and provides a document-copying service. There are trade directories covering 150 countries, and an expanding collection of trade catalogues of overseas manufacturers. The library opens from 9 to 5.30, Mondays to Fridays (Tel. 01-248 5757 ext. 368 or Telex No. 886143).

Section 4

Trade fairs and exhibitions in the United Kingdom

General fairs

1976

BRIGHTON:
Bri-Expo '76—21-29 August 1976. At Metropole Exhibition Centre
* Apply: Lawson Organisation, Green Dragon House, 64 High Street, Croydon, Surrey CR9 2UH (Tel. 01-686 5741/2).

1977

BIRMINGHAM:
International Spring Fair—6-10 February 1977 At National Exhibition Centre
* Apply: Trade Promotion Services Ltd., Exhibition House, 6 Warren Lane, Woolwich, London SE18 6BW (Tel. 01-855 9201).

Agriculture, forestry, fishing, and agricultural machinery

1976

KENILWORTH:
Dairy Farming Event—12-14 October 1976. At National Agricultural Centre
* Apply: F. R. Francis MBE, Royal Association of British Dairy Farmers, Robarts House, Rossmore Road, London NW1 6NP (Tel. 01-723 8021).

LONDON:
Royal Smithfield Show and Agricultural Machinery Exhibition—6-10 December 1976. At Earls Court
* Apply: Smithfield Show Joint Committee, S.M.M.T. Ltd., 21-24 Grosvenor Place, London SW1X 7JF (Tel. 01-235 7000).

1977

INGLISTON:
Royal Highland Show—21-24 June 1977. At Royal Highland Showground
* Apply: Royal Highland and Agricultural Society of Scotland, Ingliston, Newbridge, Midlothian EH28 8NF (Tel. 031-333 2444).

KENILWORTH:
Royal Agricultural Show—4-7 July 1977. At National Agricultural Centre
* Apply: Royal Agricultural Society of England, National Agricultural Centre, Kenilworth, Warwicks CV8 2LG (Tel. Coventry 56151).

HARROGATE:
Great Yorkshire Show—12-14 July 1977. At The Showground
* Apply: Yorkshire Agricultural Society, Great Yorkshire Showground, Hookstone Oval, Harrogate, North Yorkshire (Tel. Harrogate 61536).

Aircraft and aeronautical equipment

1976

FARNBOROUGH:
Farnborough International '76—5-12 September 1976. (5-9 Press and Trade Days only—10-12 Public). At Farnborough
† Apply: The Society of British Aerospace Companies Ltd., 29 King Street, St. James's, London SW1Y 6RD (Tel. 01-839 3231).

Books and periodicals

1976

LONDON:
SPEX The London Book Fair—9 September 1976. At Hotel Inter-Continental
* Apply: Hazel Hill, Exhibition Manager, CBL Publishing Development Ltd., 16 Pembridge Road, London, W11 (Tel. 01-229 1825).

Building, public works and construction equipment

1976

LONDON:
Specibuild Exposition—5-8 October 1976. At Olympia
* Apply: Westbourne Exhibitions Ltd., Crown House, London Road, Morden, Surrey (Tel. 01-540 1101).

BIRMINGHAM:
Public Works and Municipal Services Exhibition and Congress—15-20 November 1976. At National Exhibition Centre.
† Apply: The Municipal Agency Ltd., 178-202 Great Portland Street, London W1N 6NH (Tel. 01-637 2400).

1977

BIRMINGHAM:
INTERBUILD International Building and Construction Exhibition—16-25 November 1977. At National Exhibition Centre
† Apply: Interbuild Exhibitions Ltd., 11 Manchester Square, London W1M 5AB (Tel. 01-486 1951).

Chemicals and allied industries, including plastics

1977

LONDON:
OCCA 29th Technical Exhibition of the Oil and Colour Chemists' Association—22-25 March 1977. At Alexandra Palace
* Apply: Oil and Colour Chemists' Association, Priory House, 967 Harrow Road, Wembley, Middlesex HA0 2SF (Tel. 01-908 1086).

BIRMINGHAM:
INTERPLAS International Plastics Exhibition—15-23 September 1977. At National Exhibition Centre
Apply: Industrial and Trade Fairs Ltd., Radcliffe House, Blenheim Court, Solihull, West Midlands B91 2BG (Tel. 021-705 6707).

Clothing

1976

BIRMINGHAM:
MAB International Fashion Fair—5-8 September 1976. At National Exhibition Centre
* Apply: ITF-MAB Exhibitions Ltd., Radcliffe House, Blenheim Court, Solihull, West Midlands B91 2BG (Tel. 021-705 6707).

MANCHESTER:
Menswear Fashion Fair—12-15 September 1976. At Belle Vue
* Apply: Mack-Brooks Exhibitions Ltd., 62/64 Victoria Street, St. Albans, Herts. (Tel. St. Albans 63213).

LONDON:
49th Junior Fahion Fair—17-21 October 1976. At R.H.S. Halls, Westminster
Apply: National Children's Wear Association, 40/42 Oxford Street, London W1N 9FJ (Tel. 01-636 1833/4).

BIRMINGHAM:
British International Fashion Fair—27-30 October 1976. At National Exhibition Centre
* Apply: Clothing Export Council of Great Britain, Academy House, 26-28 Sackville Street, London W1X 1DA (Tel. 01-734 9744).

1977

LONDON:
IMBEX International Mens and Boys Wear Exhibition— 28 February-4 March 1977. At Earls Court
* Apply: Industrial and Trade Fairs Ltd., Radcliffe House, Blenheim Court, Solihull, West Midlands B91 3BG (Tel. 021-705 6707).

LONDON:
50th Junior Fashion Fair—20-24 March 1977. At Royal Horticultural Society's Hall
* Apply: National Children's Wear Association, 40/42 Oxford Street, London W1N 9FJ (Tel. 01-636 1833/4).

Display and shop equipment

1976

BRIGHTON:
SHOPEX Self Service Display Equipment and Shopfitting Exhibition—19-22 September 1976. At Metropole Exhibition Centre
* Apply: Westbourne Exhibitions Ltd., Crown House, London Road, Morden, Surrey (Tel. 01-540 1101).

Engineering, electrical and electronic, including radio and television

1976

LONDON:
International Audio Festival and Fair— 13-19 September 1976. At Olympia
* Apply: Illiffe Promotions Ltd., Dorset House, Stamford Street, London SE1 9LU (Tel. 01-261 8000).

BRIGHTON:
INTERNEPCON '76—19-21 October 1976. At Metropole Exhibition Centre
* Apply: Kiver Communications Ltd., 149-155 Ewell Road, Surbiton, Surrey KT6 6AW (Tel. 01-390 0281).

LONDON:
MICROFORUM '76 Exhibition—26-29 October 1976. At Wembley Conference Centre
* Apply Business Equipment Trade Association, 109 Kingsway, London WC2B 6PU (Tel. 01-405 6233).

MANCHESTER:
APEX National Automated Production Exhibition— 8-12 November 1976. At Belle Vue
* Apply: Exhibitions for Industry Ltd., 157 Station Road East, Oxted, Surrey RH8 0QE (Tel. Oxted 4371).

1977

LONDON:
BRIGHTSHOW '77—30 January-4 February 1977. At Olympia
* Apply: Decorative Lighting Association, Moelfre, Anglesey, North Wales LL72 8LN (Tel. Moelfre (024 888) 396).

LONDON:
London Electronic Component Show—17-20 May 1977. At Olympia
† Apply: Industrial and Trade Fairs Ltd., Radcliffe House, Blenheim Court, Solihull, West Midlands B91 2BG (Tel. 021-705 6707).

NORMAN F. KEENAN & ASSOCIATES

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BELGIUM

INCOF '76 (INTERNATIONAL OPTICAL FAIR)
Brussels ... ... 20th-23rd November 1976

HORESCA '77 (INTERNATIONAL HOTEL & RESTAURANT EQUIPMENT EXHIBITION)
Brussels ... ...February 1977

ITALY

32ND INTERNATIONAL EXHIBITION OF FOOD PRESERVING INDUSTRIES
Parma ... ... 27th April-1st May 1977

33RD INTERNATIONAL EXHIBITION OF FOOD PRESERVING INDUSTRIES
Parma ... ... 24th September-2nd October 1977

INTERNATIONAL EXHIBITION OF ELECTRONICS, ATOMIC ENERGY & SPACE TECHNIQUES
Rome ... ... March 1977

SPAIN

AGRICULTURAL MACHINERY EXHIBITION
Zaragosa ... ... April 1977

NETHERLANDS

IKM '76 (INTERNATIONAL KITCHEN EXHIBITION)
Utrecht ... ... 22nd-26th September 1976

HOUT '76 (6TH INTERNATIONAL WOODWORKING INDUSTRY EXHIBITION)
Rotterdam ... ... 19th-23rd October 1976

GERMANY

GOLD & SILVER
Dusseldorf ... ... 15th-17th November 1976

ART DE LA TABLE
Dusseldorf ... ... 22nd-24th November 1976

CERAMIC ART & HANDICRAFTS
Dusseldorf ... ... 29th November-1st December 1976

ICELAND

THE HOME '77
Reykjavik ... ... 26th August-11th September 1977

INTERNATIONAL TRADE FAIR
Reykjavik ... ... Autumn 1978

USSR

TECHNIQUE FOR SPORT (INTERNATIONAL SPECIALISED EXHIBITION – EQUIPMENT AND INSTALLATIONS FOR THE OLYMPIC GAMES 1980 IN MOSCOW)
Moscow ... ... 8th-20th September 1976

INTERPORT '77 (2ND INTERNATIONAL SPECIALISED EXHIBITION FOR AUTOMATION & MECHANISATION FOR PORT & TRANSPORT OPERATIONS)
Leningrad ... ... 1st-11th September 1977

Highly specialised services in regard to markets in the USSR (particularly in regard to the following).

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b) Consultancy, including Translation and aid in the preparation of promotional material.
c) Exhibition Services.

TSCHAIMASCH '76 (EQUIPMENT FOR CULTIVATION, HARVESTING AND PROCESSING OF TEA)
Tbilissi ... ... 30th September-10th October 1976

SUDOAWTOMATIKA '76 (MARINE AUTOMATIC CONTROL SYSTEMS)
Leningrad ... ... 7th-17th October 1976

INCHASSMASCH '76 (INSTRUMENTS & EQUIPMENT FOR THE WATCH & CLOCK INDUSTRY)
Moscow ... ... 12th-21st October 1976

RADIOPHYSIKA '76 (RADIOPHYSICAL INSTRUMENTS & APPARATUS)
Moscow ... ... 13th-22nd October 1976

WINCONSERWMASCH '76 (CANNING & WRAPPING MACHINERY FOR WINE, CONFECTIONERY & TOILETRIES)
Baku ... ... 14th-24th October 1976

CHLOPKOOTSCHISTITELNOJC OBORUDOWANIJE '76 (COTTON PROCESSING, PACKAGING, STORAGE, TRANSPORTATION & WASTE DISPOSAL EQUIPMENT)
Taschkent ... ... 14th-24th October 1976

For further information contact European Representatives Roy Wilson and Duda Carr at:

NORMAN F. KEENAN & ASSOCIATES

Crown House Morden Surrey SM4 5EB England Telephone 01-540 1101 Telex 946726

UNITED KINGDOM

SHOPEX '76 (THE SELF-SERVICE DISPLAY EQUIPMENT & SHOPFITTING EXHIBITION)
Hotel Metropole, Brighton ... ... 19th-22nd September 1976

SHOPEX '77 (THE SELF-SERVICE DISPLAY EQUIPMENT & SHOPFITTING EXHIBITION)
National Exhibition Centre, Birmingham 9th-12th October 1977

SPECIBUILD '76 (PRESENTING SPECIFIED BUILDING PRODUCTS TO THE PROFESSIONAL)
Olympia, London ... ... 5th-8th October 1976

DECOR INTERNATIONAL '77 (THE 12TH INTERNATIONAL CONTRACT FURNISHING & INTERIOR DESIGN EXHIBITION IN CONJUNCTION WITH KITCHENS & BATHROOMS INTERNATIONAL)
Grand Hall, Olympia, London ... 26th-30th June 1977

KITCHENS & BATHROOMS INTERNATIONAL (THE INTERNATIONAL KITCHENS, BATHROOMS AND ACCESSORIES EXHIBITION IN CONJUNCTION WITH DECOR INTERNATIONAL)
National Hall, Olympia, London ... 26th-30th June 1977

For further information contact:

WESTBOURNE EXHIBITIONS LIMITED

Crown House Morden Surrey SM4 5EB England Telephone 01-540 1101 Telex 946726

ENCIRCLE TI 6 ON PAGE 50 FOR FURTHER INFORMATION

NORMAN F. KEENAN & ASSOCIATES

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CANADA

CANADIAN WESTERN FARM & RANCH SHOW
Edmonton ... March 1978

*NATIONAL PETROLEUM SHOW
Calgary ... June 1978

FALL GIFT SHOW
Montreal ... August 1977

FALL GIFT SHOW
Toronto ... September 1977

B.C. INTERNATIONAL FOREST INDUSTRIES EQUIPMENT EXHIBITION
Vancouver ... October 1978

*CANADIAN CHEMICAL & PROCESS EQUIPMENT EXHIBITION
Toronto ... October 1978

*INTERNATIONAL INTERIOR DESIGN SHOW
Toronto ... 2nd-4th November 1976

*INTERNATIONAL INTERIOR DESIGN SHOW
Toronto ... 8th-10th November 1977

*PACIFIC INDUSTRIAL EQUIPMENT & MATERIALS HANDLING EXHIBITION
Vancouver ... 16th-18th November 1976

*PACIFIC INDUSTRIAL EQUIPMENT & MATERIALS HANDLING EXHIBITION
Vancouver ... November 1978

*FOREST INDUSTRIES EQUIPMENT EXHIBITION
Ottawa ... 14th-16th September 1977

*INTERNATIONAL ELECTRICAL, ELECTRONICS CONFERENCE & EXPOSITION
Toronto ... 26th-28th September 1977

*CANADIAN MINING & AGGREGATE EQUIPMENT EXHIBITION
Toronto ... 12th-14th October 1977

*CANADIAN MINING & AGGREGATE EQUIPMENT EXHIBITION
Toronto ... October 1979

CANADIAN NATIONAL BUSINESS SHOW
Montreal ... November 1977

*WESTERN CONSTRUCTION MATERIALS & EQUIPMENT SHOW
Vancouver ... 15th-17th November 1977

*WESTERN CONSTRUCTION MATERIALS & EQUIPMENT SHOW
Vancouver ... November 1979

IRAN

SAHO (SANITARY & HOUSEHOLD APPLIANCES)
Teheran ... 24th-30th November 1976

*IRANMED (MEDICAL & HOSPITAL SUPPLIES)
Teheran ... 24th-30th November 1976

*IRAN-TOOL & INDUSTRY EQUIPMENT
Teheran ... 24th-30th November 1976

*CONSTRUCTION '77
Teheran ... 29th April-6th May 1977

*TECHNOLOGY
Teheran ... 20th-27th May 1977

*TRANSPORT & COMMUNICATIONS
Teheran ... 10th-17th June 1977

*AGWA – FOOD
Teheran ... 28th October-4th November 1977

*Indicates possible Joint Venture support by BOTB.

SAUDI ARABIA

THE 3RD SAUDI INTERNATIONAL TRADE & INDUSTRY FAIR
Jeddah ... 15th-29th March 1977

SOUTH AFRICA

*THE INTERNATIONAL MATERIALS HANDLING & PHYSICAL DISTRIBUTION EXHIBITION
Johannesburg ... 18th-22nd October 1976

*THE INTERNATIONAL MACHINE TOOL & PRODUCTION ENGINEERING EXHIBITION
Johannesburg ... 17th-21st October 1977

SINGAPORE

*ENEX '76 (INTERNATIONAL EXHIBITION OF ELECTRICAL & ELECTRONIC EQUIPMENT)
Singapore ... 24th-28th November 1976

*SPOREX '77 (INTERNATIONAL EXHIBITION OF SPORTS EQUIPMENT & LEISURE GOODS)
Singapore ... 20th-24th July 1977

*IMAC '77 (INTERNATIONAL MATERIALS HANDLING & CONSTRUCTION MACHINERY EXHIBITION)
Singapore ... 5th-9th October 1977

AUSTRALIA

PERTH INTERNATIONAL EXPO '77
Perth ... 21st-29th May 1977

ADELAIDE INTERNATIONAL EXPO '77
Adelaide ... June 1977

JAPAN

ASIA-SHOP
Osaka ... 30th October-3rd November 1976

PERU

*PACIFIC INTERNATIONAL TECHNICAL FAIR
Lima ... 16th-27th November 1977

SWEDEN

*IDEKOK '76 (6TH INTERNATIONAL TRADE FAIR & CONSUMER'S EXHIBITION FOR KITCHENS & HOUSEHOLD EQUIPMENT)
Stockholm ... 16th-24th October 1976

FINLAND

TOIVEKETTIO (INTERNATIONAL FAIR & CONSUMER'S EXHIBITION FOR KITCHENS & HOUSEHOLD MACHINES)
Helsinki ... April/May 1977

USA

*8TH EUROPEAN FASHION FAIR
New York ... 19th-22nd September 1976

*10TH EUROPEAN FASHION FAIR
New York ... 6th-9th March 1977

*11TH EUROPEAN FASHION FAIR
New York ... Autumn 1977

9TH EUROPEAN FASHION FAIR
Chicago ... 27th February-2nd March 1977

ACCESSORY & LEATHER GOODS INTERNATIONAL MARKET
Chicago ... 17th-20th April 1977

12TH EUROPEAN FASHION FAIR
Chicago ... 2nd-5th October 1977

CONTRACT MARKETPLACE (CONTRACT FURNITURE, FURNISHINGS & DECOR EXHIBITION)
New York ... March 1977

LONDON:
Control and Instrumentation Exhibition and Conference—13 15 September 1977. At West Centre Hotel
† Apply: Morgan Grampian (Publishers) Ltd., 30 Calderwood Street, London SE18 6QH (Tel. 01-855 7777).

Engineering, other

1976

BIRMINGHAM:
MACH '76—International Exhibition of Machine Tools, Gauges and Tooling—22 September-2 October 1976. At National Exhibition Centre
Apply: Machine Tool Trades Association, 62 Bayswater Road, London W2 3PH (Tel. 01-402 6674).

BIRMINGHAM:
PEMEC International Plant Engineering and Maintenance Exhibition and Conference—27 September-1 October 1976. At National Exhibition Centre
* Apply: Clapp and Poliak Europe Ltd., 232 Acton Lane, London W4 5DL (Tel. 01-905 4806).

1977

BIRMINGHAM:
INSPEX Engineering Inspection and Quality Control Exhibition—29 March-1 April 1977. At National Exhibition Centre
† Apply: Business Conferences and Exhibitions (Inspex) Ltd., 153 St. Pauls Wood Hill, Orpington, Kent RB5 2SR (Tel. 01-300 3200).

BIRMINGHAM:
International Mechanical Handling Exhibition—16-21 May 1977. At National Exhibition Centre
Apply: Industrial and Trade Fairs Ltd., Radcliffe House, Blenheim Court, Solihull, West Midlands B91 2BG (Tel. 021-705 6707).

LONDON:
Dust Control and Air Cleaning Exhibition—20-23 September 1977. At Olympia
† Apply: Technology Exhibitions Ltd., 1 Katharine Street, Croydon CR9 1LB (Tel. 01-686 6339).

LONDON:
FILTECH International Filtration and Separation Exhibition and Conference—20-23 September 1977. At Olympia
† Apply: Filtech Exhibitions Ltd., 1 Katharine Street, Croydon CR9 1LB (Tel. 01-686 6339).

BIRMINGHAM:
International Mining Exhibition—10-15 October 1977. At National Exhibition Centre
Apply: Brintex Exhibitions Ltd., 178/202 Great Portland Street, London W1N 6NH (Tel. 01-637 2400).

Foodstuffs, food machinery, hotel and catering equipment

1977

HARROGATE:
National Meat Trades Fair—9-11 May 1977. At Exhibition Centre
† Apply: Brintex Exhibitions Ltd., 178-202 Great Portland Street, London W1N 6NH (Tel. 01-637 2400).

LONDON:
Delicatessen International Exhibition—12-20 May 1977. At Royal Horticultural Society's New Hall, Westminster
† Apply: Fairs and Exhibitions Ltd., 21 Park Square East, Regents Park, London, N.W.1 (Tel. 01-935 8200).

LONDON:
CTN International Confectionery, Tobacco and Newsagency Exhibition—15-18 May 1977. At Olympia
* Apply: CTN Enterprises Ltd., Ashley House, 53 Christchurch Avenue, London N12 0DH (Tel. 01-445 6344).

Footwear

1976

LONDON:
International Footwear Fair—3-6 October 1976. At Olympia
* Apply: Industrial and Trade fairs Ltd., Radcliffe House, Blenheim Court, Solihull, West Midlands B91 2BG (Tel. 021-705 6707).

1977

BLACKPOOL:
International Slipper Fair—16-18 January 1977. At Savoy and Cliffs Hotels
* Apply: Shoe and Leather News (Exhibitions) Ltd., 84/88 Great Eastern Street, London EC2P 2DJ (Tel. 01-739 2071).

HARROGATE:
Autumn Shoes Exhibition—27-29 March 1977. At Exhibition Centre
* Apply: Shoe and Leather News (Exhibitions) Ltd., 84/88 Great Eastern Street, London EC2P 2DJ (Tel. 01-739 2071).

Furniture, furnishings, household equipment and hardware

1976

MANCHESTER:
1976 British Furniture Manufacturers Exhibition—9-12 August 1976. At Belle Vue and City Hall
* Apply: B.F.M. Exhibitions Ltd., 17 Berners Street, London W1P 4DY (Tel. 01-580 5115).

HARROGATE:
Northern Floor Coverings Fair—7-10 September 1976. At Exhibition Centre
* Apply: Industrial and Trade Fairs Ltd., Radcliffe House, Blenheim Court, Solihull, West Midlands B91 2BG (Tel. 021-705 6707).

1977

LONDON:
International Hardware and Housewares Trades Show—THIS EVENT CANCELLED

BRIGHTON:
Spring Floorcoverings Exhibition—31 January-3 February 1977. At Metropole Exhibition Centre
* Apply: P. Crofts, C & C Furnishings Ltd., 30 Southgate, Chichester, Sussex (Tel. Chichester 88423).

BIRMINGHAM:
International Spring Fair—6-10 February 1977. At National Exhibition Centre
* Apply: Trade Promotion Services Ltd., Exhibition House, 6 Warren Lane, Woolwich, London SE18 6BW (Tel. 01-855 9201).

LONDON:
International Furniture Show—6-13 February 1977. At Earls Court
* Apply: B.F.M. Exhibitions Ltd., 17 Berners Street, London W1P 4DY (Tel. 01-580 5115).

LONDON: **Daily Mail Ideal Home Exhibition—8 March-2 April 1977. At Olympia**
* Apply: Angex Ltd., Temple House, Temple Avenue, London EC4Y 0JA (Tel. 01-353 4000).

LONDON:
DECOR International Contract Furnishing and Interior Design Exhibition—26-30 June 1977. At Olympia
* Apply: Westbourne Exhibitions Ltd., Crown House, Morden, Surrey SN4 5EB (Tel. 01-540 1101).

Gas and oil extraction and distribution including offshore activities

1976

BIRMINGHAM:
Offshore International Exhibition—7-10 December 1976. At National Exhibition Centre
* Apply: Industrial and Trade Fairs Ltd., Radcliffe House, Blenheim Court, Solihull, West Midlands B91 2BG (Tel. 021-705 6707).

Handicrafts

1976

LONDON:
International Handicrafts and Do-It-Yourself Exhibition—23 October-6 November 1976. At Olympia
* Apply: Mr. A. J. Kreps, Link House Publications Ltd., Link House, Dingwall Avenue, Croydon, Surrey CR9 2TA (Tel. 01-686 2599).

Jewellery and giftware

1976

LONDON:
8th London International Gifts Fair—15-19 August 1976. At Olympia
* Apply: Trade Promotion Services Ltd., Exhibition House, 6 Warren Lane, Woolwich, London SE18 6BW (Tel. 01-855 9201).

LONDON:
Wholesale Buyers Gift Fair—21-25 November 1976. At Mount Royal Hotel
* Apply: Trade Promotion Services Ltd., Exhibition House, 6 Warren Lane, Woolwich, London SE18 16BW (Tel. 01-855 9201).

1977

BIRMINGHAM:
International Spring Fair—6-10 February 1977. At National Exhibition Centre
* Apply: Trade Promotion Services Ltd., Exhibition House, 6 Warren Lane, Woolwich, London SE18 6BW (Tel. 01-855 9201).

GLASGOW:
Scottish Gift Fair—13-17 February 1977. At Kelvin Hall
* Apply: Trade Promotions Services Ltd., Exhibition House, 6 Warren Lane, Woolwich, London SE18 6BW (Tel. 01-855 9201).

Leather, leather goods and fur

1976

LONDON:
Leathergoods, Luggage and Handbag Fair—14-17 November 1976. At Royal Horticultural Halls
* Apply: The Leather Institute, Leather Trade House, 82 Borough High Street, London SE1 1LL (Tel. 01-407 1582).

1977

BIRMINGHAM:
Leather and Associated Trades Show—26-28 April 1977. At National Exhibiton Centre
* Apply: The Leather Institute, Leather Trade House, 82 Borough High Street, London SE1 1LL (Tel. 01-407 1582).

Motor vehicles, motor cycles and cycles

1976

LONDON:
International Commercial Motor Transport Exhibition—24 September-2 October 1976. At Earls Court
† Apply: Society of Motor Manufacturers and Traders Ltd., Exhibition Department, 21/24 Grosvenor Place, London SW1X 7JF (Tel. 01-235 7000).

LONDON:
International Motor Exhibition—20-30 October 1976. At Earls Court
* Apply: Society of Motor Manufacturers and Traders Ltd., Exhibition Department, 21-24 Grosvenor Place, London SW1X 7JF (Tel. 01-235 7000).

Music and musical instruments

1976

LONDON:
British Musical Instrument Trade Fair—15-19 August 1976. At Bloomsbury Centre Hotel
* Apply: Association of Musical Instrument Industries, 62 Park View, Hatch End, Pinner, Middlesex HA5 4LN (Tel. 01-428 4700).

Office machinery and equipment

1977

BIRMINGHAM:
International Business Show—11-20 October 1977. At National Exhibition Centre. PLEASE NOTE THIS EVENT WAS PREVIOUSLY KNOWN AS THE BUSINESS EFFICIENCY EXHIBITION AND HELD IN LONDON.
†Apply: Business Equipment Trade Association, 109 Kingsway, London WC2B 6PU (Tel. 01-405 6233).

LONDON:
STATINDEX '77 Stationery Industry Exhibition—16-19 January 1977. At Grosvenor House
* Apply: British Stationery and Office Products Federation, 6 Wimpole Street, London W1M8AS (Tel. 01-580 9256).

Packaging machinery and materials, including containers

1976

HARROGATE:
NORTHPACK Northern Packaging Exhibition—19-22 September 1976. At Exhibition Centre. PLEASE NOTE CHANGE OF VENUE
† Apply: Marketing Exhibitions Ltd., 113-123 Upper Richmond Road, London SW15 2TL (Tel. 01-789 0901).

1977

BIRMINGHAM:
PAKEX International Packaging Exhibition—14-18 March 1977. At National Exhibition Centre
Apply: Industrial and Trade Fairs Ltd., Radcliffe House, Blenheim Court, Solihull, West Midlands B91 2BG (Tel. 021-705 6707).

Scientific instruments and nuclear equipment

1977

BIRMINGHAM:
LABEX International Laboratory Apparatus and Materials Exhibition—7-11 March 1977. At National Exhibition Centre
† Apply: Industrial and Trade Fairs Ltd., Radcliffe House, Blenheim Court, Solihull, West Midlands B91 2BG (Tel. 021-705 6707).

Ships and boats

1977

LONDON:
International Boat Show—6-16 January 1977. At Earls Court
* Apply: National Boat Shows Ltd., 31 Great Queen Street, London WC2B 5AD (Tel. 01-405 7481/5).

Sports goods and camping equipment, including caravans

1976

BIRMINGHAM:
ISLE International Sports and Leisure Exhibition—17-20 October 1976. At National Exhibition Centre
* Apply: Federation of British Manufacturers of Sports and Games Ltd., 145 Oxford Street, London W1R 1TB (Tel. 01-437 7281).

LONDON:
Caravan Camping Holiday Show and Mobile Homes—11-21 November 1976. At Earls Court. PLEASE NOTE THIS EVENT WAS FORMERLY KNOWN AS THE INTERNATIONAL CARAVAN AND CAMPING SHOW
* Apply: Angex Ltd., Temple House, Temple Avenue, London EC4Y 0JA (Tel. 01-353 4000).

LONDON:
Camping, Outdoor Life and Travel Exhibition—31 December 1976-9 January 1977. At Olympia
* Apply: Trades Exhibitions Ltd., Exhibition House, Spring Street, London W2 3RB (Tel. 01-262 2886).

Textiles and textile machinery

1976

BIRMINGHAM:
DACTEX International Domestic and Contract Textiles Exhibition—31 October-4 November 1976. At National Exhibition Centre
* Apply: Exhibition Managements Ltd., 159 Mortlake Road, Kew, Surrey TW9 4AP (Tel. 01-876 8661).

Toys and games

1977

HARROGATE:
International Toy Fair—8-13 January 1977. At Exhibition Centre and Various Hotels
* Apply: Harrogate International Toy Fair Ltd., 8-9 Upper Street, Islington, London N1 0PP (Tel. 01-226 6653).

BIRMINGHAM:
British Toy and Hobby Fair—22-27 January 1977. At National Exhibition Centre. PLEASE NOTE CHANGE IN TITLE
* Apply: British Toy Fairs (International) Ltd., 80 Camberwell Road, London SE5 0EG (Tel. 01-701 7271).

LONDON:
Amusements Trades Exhibition—25-27 January 1977. At Alexandra Palace
* Apply: Amusement Trades Exhibitions Ltd., 122 Clapham Common North Side, London, S.W.4 (Tel. 01-228 4107).

Watches and clocks

1976

LONDON:
International Watch and Jewellery Trade Fair—5-9 September 1976. At Royal Lancaster Hotel
* Apply: Illiffe Promotions Ltd., Dorset House, Stamford Street, London, S.E.1 (Tel. 01-261 8260).

Water, effluent and air treatment plant including anti-pollution, cleaning and refuse disposal equipment

1976

BIRMINGHAM:
E.W.T. Effluent and Water Treatment Exhibition and Convention—15-20 November 1976. At National Exhibition Centre
† Apply: Brintex Exhibitions Ltd., 178-202 Great Portland Street, London W1N 6NH (Tel. 01-637 2400).

BIRMINGHAM:
ENPOCON Environmental Pollution Control Exhibition and Congress—15-20 November 1976. At National Exhibition Centre
Apply: Brintex Exhibitions Ltd., 178/202 Great Portland Street, London W1N 6NH (Tel. 01-637 2400).

1977

BIRMINGHAM:
International Reclamation and Disposal Exhibition—12-16 September 1977. At National Exhibition Centre
Apply: Maclaren Publishers Ltd., P.O. Box 109, Davis House, 69-77 High Street, Croydon, Surrey CR9 1QH (Tel. 01-688 7788).

Other specialised fairs

1976

HARROGATE:
Northern Antique Dealers Fair—16-23 September 1976. At Royal Baths Assembly Rooms, Harrogate
* Apply: Northern Antique Dealers Fair Ltd., 408 Leeds Road, Bradford BD3 9RE (Tel. (0274) 23223).

STOKE ON TRENT:
INTERCERAMEX '76 Exhibition—27-30 September 1976. At Trentham Gardens
* Apply: British Ceramic Plant and Machinery Manufacturers Association, P.O. Box 9, Sunbury on Thames, Middlesex (Tel. (76) 83280).

HARROGATE:
Fire Fighting and Prevention Exhibition—12-14 October 1976. At Exhibition Centre
Apply: Brintex Exhibitions Ltd., 178/202 Great Portland Street, London W1N 6NH (Tel. 01-637 2400).

1977

LONDON:
STAMPEX National Stamp Exhibition—1-5 March 1977. At New Horticultural Hall
* Apply: Philatelic Traders Society Ltd., 27 John Adam Street, London WC2N 6HZ (Tel. 01-930 6466).

HARROGATE:
POWTECH International Powder Technology and Bulk Solids Exhibition and Conference—15-17 March 1977. At Exhibition Centre
† Apply: Specialist Exhibitions Ltd., Green Dragon House, 64 High Street, Croydon, Surrey CR9 2UH (Tel. 01-686 5741).

HARROGATE:
British Pet Trade Fair—24-26 April 1977. At Exhibition Centre
* Apply: Pet Store Trader, Old Colony House, South King Street, Manchester M2 2DA (Tel. 061-834 8451).

LONDON:
Grosvenor House Antiques Fair—8-18 June 1977. At Grosvenor House
* Apply: David Cohen, Grosvenor House, Park Lane, London W1A 3AA (Tel. 01-499 6363).

Detailed statistics of UK overseas trade

Each month the Overseas Trade Statistics give a considerable amount of detail about United Kingdom imports, exports of commodities and, for many of them the most important countries. The information in these statistics is a summary of much more detailed information. This is derived from declarations made by traders to HM Customs and Excise under the descriptions in the Tariff and Overseas Trade Classification (which has over 11,000 commodity headings); there are 199 specified countries.

The fully detailed information is not published on a monthly basis but, when circumstances allow. HM Customs and Excise can supply detailed information about trade under individual descriptions of the Tariff and Overseas Trade Classification and with individual countries or through United Kingdom ports, either for particular months or for longer periods. A charge is made which covers the cost of the service.

Applications should be made to the Statistical Office, Bill of Entry section, HM Customs and Excise, 27 Victoria Avenue, Southend-on-Sea, Essex, SS2 6AL (Tel. Southend (0702) 49421, ext. 316 or 323 for Imports, or ext. 314 or 315 for Exports; Telex 99112 CUSEX Southend).

Addresses of ECGD offices

The Export Credits Guarantee Department (ECGD) is a Government Department providing export credit insurance for United Kingdom exporters and insurance against political risks for new investments overseas. Although credit insurance is its main service to exporters the Department offers them a number of others. Firstly the Bank Guarantee scheme enables exporters who are eligible to obtain export finance from their bank at a special low rate. Major projects carried out by British firms in overseas countries can be financed by the buyer credit technique which gives the exporter the bulk of his payment on shipment of the goods. Similar to this is the line of credit facility which extends the buyer credit principle to include contracts often with an individual value as low as £10,000. ECGD now insures 35 per cent of all UK exports. For full details of all ECGD services contact Publicity Branch, ECGD, Aldermanbury House, Aldermanbury, London EC2P 2EL, telephone 01-606 6699 extension 258, telex 883601, or get in touch with one of the offices listed below.

Central London

London, EC1 to EC4, WC1 and 2, W1 and SW1.

D. G. Hake, Waverley House, 7-12 Noel Street, London W1V 3PB. Tel. 01-437 2292, Telex 24105.

South London

London SE, SW2–20 and W2–14, Kent, Surrey (excluding the administrative district of Spelthorne), East and West Sussex, the eastern part of Hampshire, the Isle of Wight and the Channel Isles.

T. W. Hawes, 320 Purley Way, Croydon, Surrey CR0 4XJ. Tel. 01-686 9921. Telex 946998.

North London

London N, NW, E, the southern parts of Essex, Hertfordshire and Buckinghamshire, the Slough, Burnham and Datchet area of Berkshire and the Spelthorne district of Surrey.

C. W. Gentry, 593–599 High Road, Tottenham, N17 6SW. Tel. 01-808 4570. Telex 263615.

Belfast

The six counties of Northern Ireland.

R. H. Forsyth, River House, High Street, Belfast BT1 BE. Tel. 0232 31743. Telex 74577.

Birmingham

Leicester, Nottinghamshire, Salop, Staffordshire, Warwickshire, West Midlands, the southern part of Derbyshire and that part of Hereford and Worcester formerly known as Worcestershire.

F. Wilmot, Colmore Centre, 115 Colmore Row, Birmingham B3 3SB. Tel. 021-233 1771. Telex 33132

Bristol

Dyfed, Powys, Gwent, West, Mid and South Glamorgan, Gloucester, Avon, Wiltshire, Oxon, Dorset, Somerset, Devon and Cornwall. That part of Hereford and Worcester formerly known as Herefordshire, Berkshire except the Slough, Burnham and Datchet areas and the western part of Hampshire.

R. A. Bounds, Robinson Building, 1 Redcliffe Street, Bristol BS1 6NP. Tel. 0272 299971. Telex 44248.

Cambridge

Bedfordshire, Cambridge, Norfolk, Northamptonshire and Suffolk, the northern parts of Essex, Hertfordshire and Buckinghamshire, and the southern part of Lincolnshire including the City of Lincoln.

H. Watson, Three Crowns House, 72-80 Hills Road, Cambridge CB2 1NJ Tel. 0223 68801. Telex 81624.

Glasgow

Scotland and the Outer Isles.

F. R. Burge, Fleming House, 134 Renfrew Street, Glasgow G3 6TL. Tel. 041-332 8707. Telex 77130.

Leeds

Durham, Tyne & Wear, Northumberland, Cleveland, North, West and South Yorkshire, Humberside and the northern part of Lincolnshire.

W. Ford, West Riding House, 67 Albion Street, Leeds LS1 5AA. Tel. 0532 450631. Telex 55125.

Manchester

Gwynedd, Clwyd, Cheshire, Merseyside, Greater Manchester, Lancashire, Cumbria, the northern part of Derbyshire and Isle of Man.

R. H. K. Hughes, Elisabeth House, St. Peter's Square, Manchester M2 4AJ. Tel. 061-228 3621. Telex 667756.

New York

In the United States of America exporters can obtain assistance from the Department's resident Representative for the USA and Canada.

J. K. Sedman c/o British Trade Development Office, 150 East 58th Street, New York 10022 USA. Tel. 212-593 2258. Telex 420543.

Services to exporters

The following Government offices provide services for UK exporters:

Headquarters

Export Services and Promotions Division
Export House, 50 Ludgate Hill, London EC4M 7HU
Tel. 01-248 5757. Telex 886143 DTI EXPORT LDN

Regional

Scotland
Scottish Economic Planning Department
Industrial Development Division
314 St. Vincent Street, Glasgow G3 8XF
Tel. 041-248 2855. Telex 77583 SEPD GLASGOW

Inverness District Office
Caledonia House, 63/67 Academy Street, Inverness IV1 1LU
Tel. (0463) 30867

Wales
Welsh Office
Industry Department
Government Buildings, Gabalfa, Cardiff CF4 4YL
Tel. (0222) 62131. Telex 49267 INDUSTRY CARDIFF

Yorkshire and Humberside Regional Office
Priestley House, 1 Park Row, Leeds LS1 5LF
Tel. (0532) 443171. Telex 557925/6 DTI LEEDS

Northern Regional Office
Wellbar House, Gallowgate, Newcastle upon Tyne, NE1 4TR
Tel. (0632) 27575. Telex 53178 DTI NTYNE

Cumbria District Office
Town Hall, Cockermouth, Cumbria CA13 9NP
Tel. (090-082) 3498/9. Telex 64173 DTI COCKERMOUTH

North-Western Regional Office
Sunley Building, Piccadilly Plaza, Manchester M1 4BA
Tel. 061-236 2171. Telex 667104 DTI MCHR

West-Midlands Regional Office
Ladywood House, Stephenson Street, Birmingham B2 4DT
Tel. 021-632 4111. Telex 337021 DTI BHAM

East-Midlands Regional Office
Cranbrook House, 47 Cranbrook Street, Nottingham NG1 1ES
Tel. (0602) 46121. Telex 37143 DTI NOTTM

South-Western Regional Office
The Pithay, Bristol BS1 2PB
Tel. (0272) 291071. Telex 44214 DTI BRISTOL

Northern Ireland Department of Commerce
Chichester House, 64 Chichester Street, Belfast BT1 4JX
Tel. (0232) 34488. Telex 747025 GOVNI BELFAST

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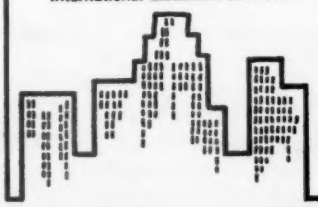

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ترجمة
翻訳

Mack-Brooks Exhibitions Limited are programming exhibitions in more European countries than any other UK exhibition organiser

Schedule for 1976/78

Menswear Fashion Fair International
September 12-15 1976 – Belle Vue, Manchester, England / September 4-7 1977 – Earls Court, London, England
September 1978 – Earls Court, England

International Knitwear Fair February 28-March 3 1977 – Earls Court, London, England

London International Photo Festival '77 April 15-19 1977 – London, England

8th International Diecasting Exhibition 1978 – London, England

Fret '77 April 27-30 1977 – Paris, France

4th International Airport Construction & Equipment Exhibition
September 7-10 1977 – Vienna, Austria

Fracht '78 Spring 1978 – Frankfurt, West Germany

2nd International Knitting Machinery Exhibition
September 21-25 1976 – Schweizer Mustermesse, Basle, Switzerland

4th International Sheet Metal Exhibition
November 16-20 1976 – Zuspa Halls, Zurich, Switzerland

5th International Sheet Metal Exhibition
November 1978 – Zurich, Switzerland

6th International Wire Exhibition
June 20-24 1978 – Schweizer Mustermesse, Basle, Switzerland

Mack-Brooks have also been responsible for organising fairs in Amsterdam, Baltimore USA, Brussels, Geneva, Melbourne and Munich.

Also five additional international events are scheduled in Europe through to 1979.

For information on any of the above exhibitions contact:
Brian Mack or Kenneth S. Brooks
Mack-Brooks Exhibitions Ltd
Market Builders

ENCIRCLE TI 7 ON PAGE 50 FOR FURTHER INFORMATION

Addresses of ECGD offices

The Export Credits Guarantee Department (ECGD) is a Government Department providing export credit insurance for United Kingdom exporters and insurance against political risks for new investments overseas. Although credit insurance is its main service to exporters the Department offers them a number of others. Firstly the Bank Guarantee scheme, enables exporters who are eligible to obtain export finance from their bank at a special low rate. Major projects carried out by British firms in overseas countries can be financed by the buyer credit technique which gives the exporter the bulk of his payment on shipment of the goods. Similar to this is the line of credit facility which extends the buyer credit principle to include contracts often with an individual value as low as £10,000. ECGD now insures 35 per cent of all UK exports. For full details of all ECGD services contact Publicity Branch, ECGD, Aldermanbury House, Aldermanbury, London EC2P 2EL, telephone 01-606 6699 extension 258, telex 883601, or get in touch with one of the offices listed below.

Central London

London, EC1 to EC4, WC1 and 2, W1 and SW1.

D. G. Hake, Waverley House, 7-12 Noel Street, London W1V 3PB. Tel. 01-437 2292, Telex 24105.

South London

London SE, SW2–20 and W2–14, Kent, Surrey (excluding the administrative district of Spelthorne), East and West Sussex, the eastern part of Hampshire, the Isle of Wight and the Channel Isles.

T. W. Hawes, 320 Purley Way, Croydon, Surrey CR0 4XJ. Tel. 01-686 9921. Telex 946998.

North London

London N, NW, E, the southern parts of Essex, Hertfordshire and Buckinghamshire, the Slough, Burnham and Datchet area of Berkshire and the Spelthorne district of Surrey.

C. W. Gentry, 593–599 High Road, Tottenham, N17 6SW. Tel. 01-808 4570. Telex 263615.

Belfast

The six counties of Northern Ireland.

R. H. Forsyth, River House, High Street, Belfast BT1 2BE. Tel. 0232 31743. Telex 74577.

Birmingham

Leicester, Nottinghamshire, Salop, Staffordshire, Warwickshire, West Midlands, the southern part of Derbyshire and that part of Hereford and Worcester formerly known as Worcestershire.

F. Wilmot, Colmore Centre, 115 Colmore Row, Birmingham B3 3SB. Tel. 021-233 1771. Telex 33132

Bristol

Dyfed, Powys, Gwent, West, Mid and South Glamorgan, Gloucester, Avon, Wiltshire, Oxon, Dorset, Somerset, Devon and Cornwall. That part of Hereford and Worcester formerly known as Herefordshire, Berkshire except the Slough, Burnham and Datchet areas and the western part of Hampshire.

R. A. Bounds, Robinson Building, 1 Redcliffe Street, Bristol BS1 6NP. Tel. 0272 299971. Telex 44248.

Cambridge

Bedfordshire, Cambridge, Norfolk, Northamptonshire and Suffolk, the northern parts of Essex, Hertfordshire and Buckinghamshire, and the southern part of Lincolnshire including the City of Lincoln.

H. Watson, Three Crowns House, 72-80 Hills Road, Cambridge CB2 1NJ. Tel. 0223 68801. Telex 81624.

Glasgow

Scotland and the Outer Isles.

F. R. Burge, Fleming House, 134 Renfrew Street, Glasgow G3 6TL. Tel. 041-332 8707. Telex 77130.

Leeds

Durham, Tyne & Wear, Northumberland, Cleveland, North, West and South Yorkshire, Humberside and the northern part of Lincolnshire.

W. Ford, West Riding House, 67 Albion Street, Leeds LS1 5AA. Tel. 0532 450631. Telex 55125.

Manchester

Gwynedd, Clwyd, Cheshire, Merseyside, Greater Manchester, Lancashire, Cumbria, the northern part of Derbyshire and Isle of Man.

R. H. K. Hughes, Elisabeth House, St. Peter's Square, Manchester M2 4AJ. Tel. 061-228 3621. Telex 667756.

New York

In the United States of America exporters can obtain assistance from the Department's resident Representative for the USA and Canada.

J. K. Sedman c/o British Trade Development Office, 150 East 58th Street, New York 10022 USA. Tel. 212-593 2258. Telex 420543.

BOTB news

Smaller manufacturers' export award scheme extended

BOTB, British Airways and the Association of British Chambers of Commerce, joint sponsors of the export award scheme for smaller manufacturers, have decided to extend the competition for at least a further three years.

The award is open to independent British manufacturing companies employing fewer than 200 people, which have achieved certain levels of export performance over the past two years. The prize, which is awarded to five companies every year takes the form of a trophy for the company and a luxury package holiday by British Airways for a couple from the staff or labour force.

Past winners have included manufacturers of products as diverse as fire extinguishers, reproduction furniture, hosiery machinery and special greases for oil-well drilling, with workforces varying from single figures to near the limit. Total value of goods exported by last year's five winners was over £9 million and average increases over 340 per cent.

Particulars and entry forms for the 1976/77 competition will be available shortly from the Association of British Chambers of Commerce, 6-14 Dean Farrar Street, London SW1H 0DX, tel. 01-222 0201.

Development exporters: free booklet

'The International Lending Agencies' is the title of a new Department of Trade booklet for manufacturers and consultants. It provides a guide to the many international lending agencies providing finance for development projects throughout the world.

Britain recently became a member of two of these agencies – the Inter-American Development Bank and the European Development Fund.

Articles describing what membership of these agencies means for British exporters appeared in the 9 July (page 102) and 30 July (page 324) issues of *Trade and Industry*.

Copies of 'The International Lending Agencies' can be obtained by sending a self-addressed, adhesive label to: Department of Trade, Projects Sub-section, Room J.33, Export House, 50 Ludgate Hill, London EC4M 7HU.

New British tools and machines on show in Johannesburg

Twenty-six British companies are taking part under the auspices of BOTB and the Building Materials Export Group at the International Building and Construction Exhibition which opened in Johannesburg on 3 August.

Many well-established British products are on show at this important exhibition – and some new tools and machines will be available for the first time in South Africa. One example is an entirely new technique in pipework installation which will offer many advantages over conventional methods. The makers say that the machine, which won a Design Council award, is cheaper by far than standard equipment.

Also displayed for the first time at Johannesburg is a double-ended dimensional and profiling woodworking machine and a totally new two-speed jigsaw, as well as advanced roof building equipment. Another British company is promoting a new screw which, though made of plastic, has the strength of steel and is for use in the roofing and cladding industries.

There has been official support for British participation at this event since 1968 and many BOTB-sponsored missions have visited the country between exhibitions.

Technical products: Romania's 1976 exhibitions

Throughout the year *Publicom*, the Romanian foreign trade publicity agency organises a series of small specialist exhibitions in which interested companies are invited to participate. All exhibitions normally take place in the Sala Palatuliu in the centre of Bucharest and are well attended by Romanian specialists and Foreign trade Enterprise representatives.

These exhibitions have not been patronised much by British companies but the experience of exhibitors recently has been generally very satisfactory.

Exhibitions planned for the period 21 September–7 December 1976 are as follows:

Pricedee Si Materiale Protectoare, 21-24 September

Technologies, methods, apparatus and materials designed for the protection of metal, reinforced concrete, asbestos-cement, constructions etc., lacquers and paints.

Metal, 8 September-1 October

Special and low-alloy steels; non-ferrous strips and materials.

Nedestructn, 5-8 October

Non-destructive testing installations, apparatus and procedures.

Auto-Service, 12-15 October

Automobile accessories, motor vehicle condition assessment equipment, road traffic control systems, motor vehicle maintenance.

Diamante Industriale, 2-5 November

Industrial diamonds, diamond tools, ceramic and cemented carbide, chipping tools and tips, abrasive materials.

Site, 9-12 November

Industrial use sieves, sieve accessories.

Izotopi, Reaction, Catalizatori, Schimbatori de Ioni, 16-19 November

Isotopes, reagents, catalysts, ion exchangers.

Foto-Kino, 23-26 November

Laboratory and industrial photography apparatus and materials, research photography installations for various fields.

Petrochimica, 30 November-3 December

Models, sketches, technical documentation, prospectuses etc., regarding new technology and methods in the field of the chemical and petroleum processing industry.

Pluta, 7-10 December

Cork-based raw materials and products.

Publicom offer ready-made stands at these exhibitions. There are three sizes – 31.5 m², 18 m² and 14 m², each with wood walls, back and sides, painted white with 6 m² carpet, table, three chairs and 220 volt electrical plug current. Cost of these is $2,050, $1,320, $1,050 respectively. Any extras are charged for.

Alternatively, exhibitors can hire inside exhibiting space at $40/m² if they carry out their own fitting or $36/m² if fitting out is ordered separately through Publicom. Outside exhibiting space is available at $16/m².

Further details of all these exhibitions are held by the Department of Trade's Fairs and Promotions Branch, tel. 01-248 5757 ext. 604. Interested companies should apply to: Publicom, Foreign Trade Publicity Agency, 22 N Balcescu Blvd., Bucharest, Telex 11374 a/b CAMROM, informing the Commercial Section, British Embassy, 24 Jules Michelet Strada, Bucharest.

Export Year gets under way in the south-west

Staff at the Bristol sherry firm of John Harvey and Son Ltd. are being given a bottle of specially-labelled Export Year sherry as part of the company's Export Year programme.

The firm, which employs 600 people, exports 40 per cent of its production to more than 130 different overseas markets. And, in a bid to boost the firm's continuing export effort, Harvey's have planned a busy Export Year. Each month there will be a special Export Year activity, including presentations for the staff on international markets.

Also typical of the Export Year plans being put into action by Bristol firms are those of Beasley French and Co. Ltd. of Hartcliffe Way, Bedminster. Their Export Year organiser, Jeanette Snell, outlined the programme which includes production of a special newsletter produced by company staff telling employees about the firm's export effort and a shopfloor display about the company with pictures and information.

For staff who want to get personally involved with Export Year, there is the firm's slogan contest.

Wiltshire and Gloucestershire

Typical of the plans being put into action are those of Bunce (Ashbury) Ltd. of Ashbury, Wiltshire, who make heavy plant such as snowploughs and other road equipment. Their Export Year organiser, Mr. P. Brown, said they were planning to step up participation in overseas trade fairs and increase activity in outward trade missions.

Also in Wiltshire, Semitron, of Cricklade, near Swindon, who make high-speed diamond saws, are poised to introduce two new products during their Export Year. And, as befits an export effort, the two new additions to the firm's range will be promoted first at overseas shows.

For the Gloucestershire firm Bray Construction Machinery Ltd., of London Road, Tetbury, the aim in Export Year is to export 60 per cent of production.

Commercial manager Mr. P. E. Gray said that the company was planning to continue and extend its programme of overseas sales visits and participation in overseas trade shows.

The company's workforce are thoroughly involved in the export drive and Mr. Gray said they were constantly looking for ways to increase their export effectiveness.

Plymouth area

Among the export plans being put into action in the Plymouth area are those of Marine Projects (Plymouth) Ltd., of Newport Street, Plymouth. Managing director Mr. D. Mouland Begbie said that the firm planned to export a minimum of 75 per cent of production in the current financial year.

EXPORT YEAR

Over 500 companies are already taking part in Export Year. But there is still plenty of time to join them. Write to or phone the Export Year Office, 1 Victoria Street, London SW1 0ET. Tel. 01-215 5180/3393/5773.

And, in an attempt to keep everyone in the company actively export-minded, there has been an innovation in the workshops. Instead of just having the distributor's name on the boats, as they go through the workshops, it has now been decided to label them with the country of destination.

Visits by Export Year adviser

Companies all over the country have been encouraged to run Export Years. Some have decided to do so after visits to their areas by Roy Earnshaw, Export Year adviser, who is also a divisional director of the Turner and Newall Group. Describing the progress of Export Year as it completed its second month, Mr. Earnshaw said, 'It has certainly got away to a most encouraging start. All the signs are that we have embarked on a really successful campaign. We must use every possible means to drive home the seriousness of the downward trend in Britain's world trade. Everyone involved in Britain's export trade from the bench to the boardroom needs to know what contribution they can make towards improving the situation.'

Roy Earnshaw (centre) visiting the Cheltenham firm, Telehoist, on 12 July during his tour of companies in the West Country. With him in the photograph are (left) Peter Winrow, Telehoist's marketing director, and Pat Mulholland, managing director.

NB

Britain exported £1,113 million to The Netherlands last year.

Isn't it time you got a slice of the cake?

We can research the potential within the Dutch market for your product, assist in setting up operations, or conduct an agency search. With established contacts in government, commerce and banking etc, we can introduce you to the right people.

And all at very low cost.

Contact: Mr. Alabaster. Tel: 01-405 1358

THE NETHERLANDS-BRITISH CHAMBER OF COMMERCE

307 HIGH HOLBORN, LONDON WC1V 7LS

Manchester office Tel: 061-834 5674

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Photonews: Currency earners

United States

Short's first SD-30 wide-body commuter airliner. Six have been ordered by a United States operator. The 30-seat airliner has a low noise-level by means of a five-blade propellor.

France

Peter Minto, managing director of Skateboards Ltd., Norwich, checks with members of his production staff part of a consignment of 2,000 boards destined for France.

Saudi Arabia

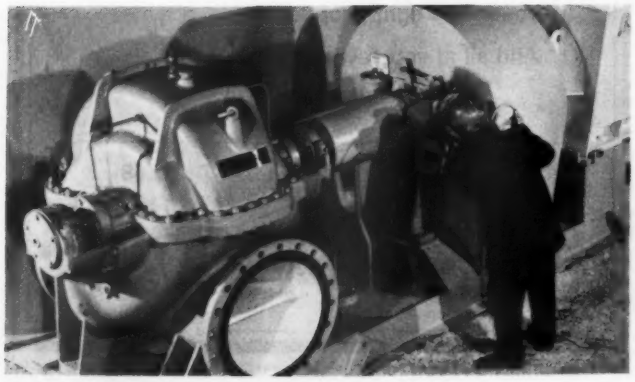
Construction materials being loaded for transit from Ellesmere Port to Abha, Saudi Arabia – an overland journey in 20 vehicles arranged by R. F. Interport Movements Ltd., Leigh, Lancashire.

Canada

British medical equipment has a high reputation overseas. The picture shows the Vickers bed Bolator, which has been ordered for use in Canada.

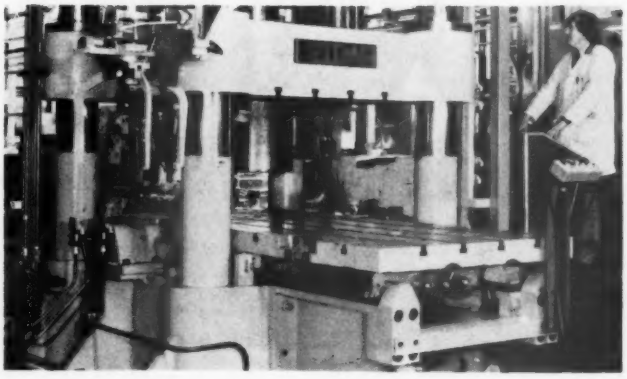
Qatar

Mather and Platt pumpset with 8 million gallons per day capacity, part of a further £500,000 contract for equipment to pump distilled sea water in Qatar.



Soviet Union

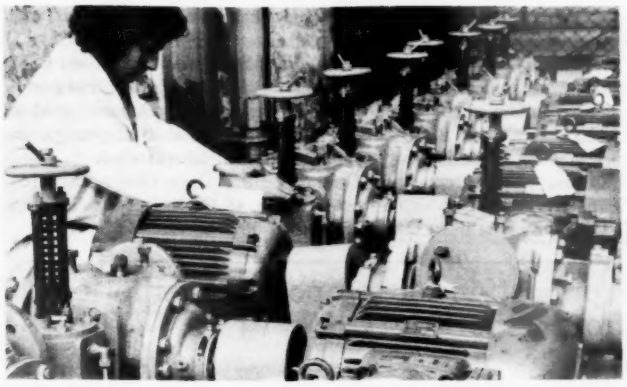
Fielding and Platt 750 tonnes hydraulic press – the last of 12 for the Soviet Union's Commercial vehicle plant being built by the Kama river.



MADE IN BRITAIN

Iraq

Part of an order for 160 Stothert and Pitt pumping sets for Iraq's petroleum industry. The sets are powered by flameproof motors made by Newman Electric Motors Ltd., Bristol.

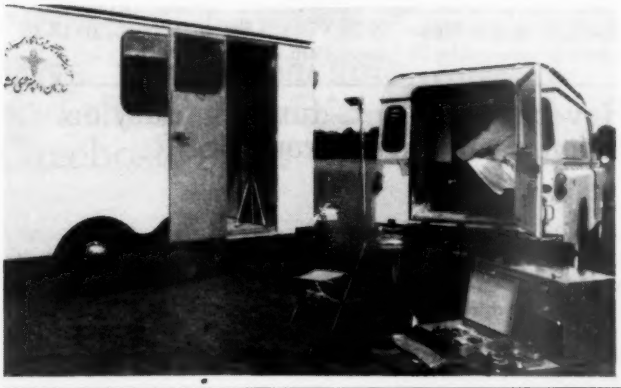


Brazil

Decca Radar, London, has received an order for 35 of these marine radar sets for ships being built by the Estalerio Caneco Yard, Rio de Janeiro.

Iran

Part of a £600,000 order for 20 mobile veterinary clinics and 60 adapted Land-Rovers being supplied to the Government of Iran by Thomas Hosking and Sons Ltd., Cardiff.

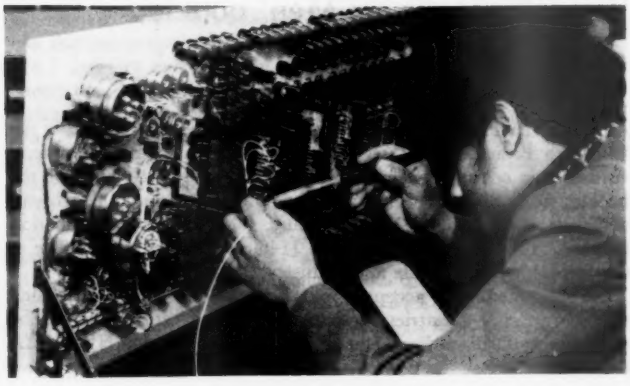


Togo

One of six ERF dump trucks, valued at over £76,000, shipped to Togo West Africa. The vehicles are to be operated by Enterprise Gbato Ltd., civil engineering contractors.

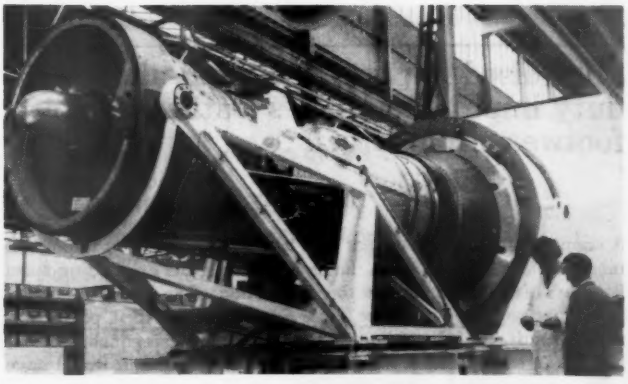
Singapore

An engineer of Prowest Electronics, Windsor completes the wiring of a studio vision mixer for colour television. The company has won a £280,000 order to complete the conversion to colour of Radio Television Singapore's five-studio complex.



Australia

A Rolls Royce Olympus industrial gas turbine engine, two of which will power the generating station at Mackay, North Queensland, producing 34 megawatts of power.



Trade Information

Break in diplomatic relations with Uganda

In the House of Commons on 28 July 1976, Anthony Crosland, Secretary of State for Foreign and Commonwealth Affairs, announced in a statement that diplomatic relations with Uganda were being broken. He added that the French Government had agreed to look after British affairs and that a small British Interests section would be left in the French Embassy in Kampala to assist in carrying out this task.

Inquiries regarding the trade and commercial aspects of the situation should be made to CRE 2, 01-215 5226.

Import Duties Orders

The Treasury has made the following Import Duties Orders: The Import Duties (Temporary Reductions and Exemptions) (No. 14) Order 1976 which provides for exemption from import duty in the case of iron or steel coils less than 1.50m in width intended for re-rolling (73.08 A) imported from member states of the European Economic Community from 16 August up to and including 31 December 1976. The Order will be published as Statutory Instrument 1976 No. 1136.

The Import Duties (Temporary Reductions and Exemptions) (No. 15) Order 1976 which implements in the United Kingdom Tariff a suspension of the duty in the Common Customs Tariff of the European Economic Community on potatoes (07.01 A.III b)) from 1 August up to and including 30 September 1976. The Order will be published as Statutory Instrument 1976 No. 1200.

Duty suspension on potatoes

The import duty on potatoes is to be suspended again.

The Import Duty's (Temporary Reduction and Exemption) (No 15) Order 1976 will implement in the United Kingdom Tariff a suspension of the duty in the Common Customs Tariff of the European Economic Community on potatoes (07.01A III b) from 1 August up to and including 30 September 1976.

This implements a decision made by the EEC Council of Foreign Ministers on 27 July.

The Order will be published as Statutory Instrument 1976 No 1200.

Subsidised imports: Countervailing duty imposed on men's leather fashion footwear from Brazil

A countervailing duty of 8 per cent has been imposed on imports of men's leather fashion shoes, boots and moccasins originating from Brazil. This decision follows the completion of an investigation by the Department of Trade (see *Trade and Industry*, 30 April, page 289).

As a result of this investigation the Department has concluded that imports of men's leather fashion footwear originating in Brazil have taken place at subsidised prices; that the subsidisation has caused and threatens further material injury to the major UK producer of similar footwear; and that it is in the national interest to take countervailing action.

The duty imposed is chargeable from 29 April 1976, when these goods were made subject to a provisional charge of 16 per cent pending completion of the Department's investigations. Deposits paid to HM Customs and Excise under these provisional arrangements in excess of the definitive duty of 8 per cent will be refunded.

Copies of the Order, the Countervailing Duty Order 1976 (SI 1976/1179) can be obtained from HMSO, 49 High Holborn, London WC1, or by post from HMSO, PO Box 569, London SE1 9NH.

Application for temporary exemption from import duty

Interested parties will wish to know that the Department of Trade is considering introducing a revised definition for cut mixed peel (20.04) as follows:

Cut peel including cut mixed peel
to run up to and including 30 June 1977.

Any representations addressed to General Division, Department of Trade, Kingsgate House, 66/74 Victoria Street, London SW1E 6SJ should be received by 20 August 1976.

Revocation of anti-dumping duty on chromic anhydride from USSR

After reviewing the current market situation the Department of Trade has made an Order revoking the anti-dumping duty on imports of chromic anhydride from the USSR.

The duty was imposed on 23 November 1971 and is currently effective under the Anti-Dumping and Countervailing Duties Order 1973 (SI 1973 No. 2037).

The new Order, the Anti-Dumping and Countervailing Duties Order 1973 (Amendment) (No. 2) Order 1976 (SI 1976 No. 1193) comes into operation on 25 August 1976.

Copies of the Order will be available from HMSO, 49 High Holborn, London WC1 (price 8p), or by post from HMSO, PO Box 569, London SE1 9NH (price 16½p).

'Hints to Business Men' booklets

A revised edition of the booklet on Tunisia has been published in the 'Hints to Business Men' series. British business men who intend visiting this country on export business can obtain copies of the booklet from Export Services and Promotions Division, Department of Trade, Room DO5, Export House, 50 Ludgate Hill, London EC4M 7HU, tel. 01-248 5757 ext. 7146, or any Regional Office of the Departments of Trade and Industry.

Advertisements are accepted for all booklets in the series which covers over 100 countries. Inquiries about advertising should be addressed to Cheiron Press Ltd., 8/10 Parkway, London NW1 7AD, tel. 01-267 1285.

Notices to Importers

Issued by the Department of Trade, Import Licensing Branch, Charles House, 375 Kensington High Street, London W14 8QH.

No. 1567: Imports of bananas from the Dollar Area

To offset expected shortfalls in supplies of fresh bananas to the United Kingdom from other sources, a further supplementary quota of 3,500 tonnes has been established for imports from the Dollar Area.

In order to ensure continuity of imports, the Department of Trade's Import Licensing Branch will allocate the supplementary quota among existing licence holders, having regard to the use they have made of their existing allocations under the current quotas for 1975/76. Import licences will be issued to importers against their allocations only for those amounts for which they can produce evidence of a firm contract with the overseas supplier. Licences issued under these arrangements will not be valid after 30 September 1976.

The Dollar Area, as defined in the Open General Import Licence, means Bolivia, Canada, Colombia, Costa Rica, Cuba, Dominican Republic, Ecuador, El Salvador, Guatemala, Haiti, Republic of Honduras, Liberia, Mexico, Nicaragua, Panama, the Philippines, the United States of America and Venezuela.

Inquiries: Import Licensing Branch, tel. 01-603 4644 ext. 281.

No. 1568: Import and export controls for wildlife conservation: (Imports of plumage)

A notice in *Trade and Industry* of 19 December 1975 drew traders' attention to the Department of the Environment's Notice to Importers and Exporters dated 15 December 1975 about controls for the conservation of endangered wildlife.

Importers will wish to note that licences to import the plumage from Phasianus colchicus (the ring necked pheasant) will now normally be issued readily on application.

Any inquiries about this notice should be addressed to the *Department of the Environment*, Wildlife Conservation Licensing Section, 17/19 Rochester Row, London SW1P 1LN, tel. 01-834 8181 ext. 260.

No. 1569: Imports of men's and boys' woollen jackets, blazers and the like, originating in Czechoslovakia

As already announced, the import into the United Kingdom of men's and boys' woollen jackets, blazers and the like, originating in Czechoslovakia is now subject to quantitative restriction. The goods affected and the quota established for the 12 months from 1 January to 31 December 1976 are:

Tariff heading	Description	Quota
ex 61.01	Men's and boys' jackets, blazers and the like, of wool	60,000 pieces

The description 'of wool' above covers garments made of fabric wholly of wool or in which wool predominates in weight over any other single textile material.

Imports of these garments from Czechoslovakia were already subject to surveillance licensing. Outstanding surveillance licences issued under those arrangements in respect of these newly restricted goods were revoked with effect from 30 July 1976.

As the quota operates for the whole of 1976 all imports effected since 1 January and goods in transit to the UK at the date of the announcement of the new restrictions will count against the quota. Traders who have such goods in transit to the UK, shipped on or before 29 July 1976, should make application immediately on Form ILB/A to Import Licensing Branch in respect of those goods, submitting evidence of the date of shipment.

The volume of goods imported in the early months of the year suggests that there will be little, if any, of the quota left to permit imports in the latter part of the year. Any balance which does remain will be licensed only on production of quota certificates issued by the Czechoslovakian authorities in accordance with the normal arrangements relating to the import of restricted goods from that country.

Inquiries: Import Licensing Branch, tel. 01-603 4644, ext. 280.

British exports to Iran in 1975 were valued at nearly £500,000,000

Iran is a vitally important market for your Company. Are you reaching your potential customers and advising them *in their language* of your Company's products, machinery, equipment, services, etc.?

We can help you to do this by means of articles and advertisements in

"ANGLO-IRANIAN TRADE"
published in Farsi – the language of Iran.

This journal, the only British journal in Farsi, is read by thousands of Iranian firms and organisations.

Ask for a copy, circulation details and rates.

"ANGLO-IRANIAN TRADE"
Walter House, Bedford Street, London WC2R 0QB
Telephone: 01-836 9058

ENCIRCLE TI 158 ON PAGE 421 FOR FURTHER INFORMATION

Tariff and Trade Notices

Denmark

Food additives. The Danish National Food Institute has announced some revisions to the 'Positive List' of approved food additives. The new measures, which concern mainly colouring matters, will take effect from 1 July 1977. The principal changes are:

1 Bread, cornflakes and macaroni must in future be free of colouring matter;
2 Colouring matters such as indanthrene blue RS, fast green FCF and burnt black earth will be banned as additives;
3 The permitted quantities of colourings in ice cream will be reduced;
4 Food red 17 will be entirely banned from ice cream, juice and lemonade;
5 The use of brilliant blue FCF in ice cream, tinned fruit and vegetables and beverages will be further reduced;
6 The use of ammoniacal caramel will be reduced in a number of foods such as brown sugar, ice cream and cakes and
7 The number of meat products to which nitrate and nitrite may be added will be reduced.

Foods produced or imported after 1 July 1977 must comply with the new regulations. Foods produced or imported prior to that date may however be sold until 1 July 1978.

Inquiries: OTAR 01-248 5757 ext. 7174.

Belgium and Luxembourg

Import licensing. The *Moniteur Belge* 135, 13 July 1976, published a decree dated 21 May 1976 concerning import licensing. Various types of coverings under tariff heading 62.01 B now require an import licence when of non-EEC origin and imported from the United Kingdom. The decree entered into force on 13 July 1976. Copies of the decree (in French) are available. Inquiries: OTAR 01-248 5757 ext. 288/466/467.

France

Advertising and labelling of tobacco and tobacco products. Law no. 76.616 of 9 July 1976 (published in the French *Journal Officiel* of 10 July 1976) prohibits or restricts all forms of advertising of tobacco and tobacco products. It requires that, within two years, cigarette packaging must show the average content of nicotine, tars, and other substances, and that all packaging of tobacco and tobacco products must bear the words ABUS DANGEREUX.

Producers and manufacturers of, and traders in, tobacco and tobacco products must not sponsor sporting events, though an exception is made in the case of some events involving motor vehicles.

When a non-smoking area can be provided in premises or vehicles, it must represent at least half of the available space.

Penalties are laid down, but these will not be imposed for a year after the promulgation of this law, in the case of advertising carried out in execution of contracts concluded before 1 April 1976.

Products which claim to suppress the desire to smoke or reduce the tobacco usage are regarded as medicaments, and are subject to the same regulations.

Copies of the French text can be sent on request or seen at Export House. Inquiries: OTAR 01-248 5757 ext. 423/7174/408.

CRE Commercial Relations and Exports Divisions
Department of Trade
1 Victoria Street, London SW1H 0ET
Tel. 01-222 7877 (from 7 October: see page 26)

OTAR Overseas Tariffs and Regulations Section,
Export Data Branch
Export Services and Promotions Division
Department of Trade
Export House, 50 Ludgate Hill, London EC4M 7HU
Tel. 01-248 5757

Import of potatoes: minimum price procedure. The French *Journal Officiel* of 9 July announced that potatoes (tariff no. 07.01 A III b), imported from member countries of the EEC, and from Greece, will be admitted under the minimum price procedure during the second half of 1976.

Tariff no.	Product	Product reference	Minimum price per 100kg (in francs)	Period of application
Prices recorded at the official market of Arras (Paris) for sacks of 50kg				
07.01 A III b	Potatoes other than early or seed potatoes and not imported for the manufacture of starch	Bintje minimum riddle 35mm	0.38	July
			0.39	August
			0.39	September
			0.39	October
			0.40	November
			0.40	December

These imports are subject to the regulations governing minimum price procedure as laid down in a notice to importers published in the *Journal Officiel* of 29 July 1962, and subsequently amended.

Inquiries: OTAR 01-248 5757 ext. 423/7174/408/482.

Spain

Global quotas. The Spanish *State Gazette* of 20 July 1976 published seven Resolutions of Ministry of Commerce, calling the second half of the following global quotas:

Quota no.	Goods	Tariff no.	Value in pesetas for the six month period June-December 1976
69	Motor vehicles for the transport of goods, or of persons and goods (dual-purpose)	87.02.A	665,500,000
70	Special vehicles for the transport of sands, rocks and minerals	87.02.B.2	214,358,881
71	Chassis and bodies for motor vehicles	ex 87.04 ex 87.05	22,500,000
72	Tractors, and the parts for the manufacture of tractors	87.01.A 87.01.B.2 ex 87.06	509,316,700
73	Motor vehicles and their parts for their manufacture	87.01.C 87.02.B.1 87.02.B.3 87.03 ex 87.06	432,960,000
75	Other vehicles, not self-propelled and their parts	87.14	15,391,643
81	Toys	97.01 97.02 97.03	18,150,000

Period for submitting applications: 30 days from 20 July 1976.
Inquiries: OTAR 01-248 5757 ext. 462/471/472/473.

Stainless steel: home compensation tax reduction. The Spanish *State Gazette*, 23 July 1976, published royal decree 1967/1976 reducing temporarily to 1.5 per cent the home compensation tax to be paid on the importation of stainless steel hot rolled coils of 3mm or more in thickness (BN heading 73.15.E.4.a). The reduction is for three-months – from 4 June to 3 September 1976. Inquiries: OTAR 01-248 5757 ext. 462/471/472/473.

Israel

Purchase Tax amendments. The Israeli authorities have issued amendments to the Purchase Tax order affecting a variety of goods. Inquiries: OTAR tel. 01-248 5757 ext. 458/461.

Greece

Consumption tax on passenger cars. As from 8 July 1976 all sundry taxes on imported passenger cars (87.02 A 2) except for import duty are being replaced by a comprehensive consumer tax based on the engine capacity and price of vehicle. The consumer tax will amount to 23 Drs per cc of engine capacity for vehicles of up to and including 1200cc and 28 Drs for every cc on cars with an engine capacity above 1200cc.

These amounts are increased by 2 per cent for every 1,000 Drs of dutiable value in excess of 50,000 Drs.

There is also a special levy of 50 Drs per cc for cars up to 1200cc and 100 Drs per cc for cars of more than 1200cc.

For electrically powered cars (87.02 A 2 b) the tax is levied at the rate of 4,000 Drs per hp unit increased by 2 per cent for every 1,000 Drs of dutiable value in excess of 100,000 Drs.

It is understood that further legislation is pending covering vehicles in the luxury class. Inquiries: OTAR 01-248 5757 ext. 439.

Chad

Tariff amendments. By Decree No. 21/CSM of 1 June 1976 certain fiscal duties for goods imported into Chad have been modified.

Goods under the following tariff headings are affected: ex 04.02, 09.02, 19.03, ex 25.01, ex 34.01, ex 34.02, ex 40.11, ex 73.38, 85.03.

Inquiries: OTAR 01-248 5757 ext. 472/471/473/462.

Senegal

Goods of EEC origin. The Senegalese National Assembly has recently approved a draft decree reintroducing customs duty (droite de Douane) on goods of EEC origin. Further details will be supplied when available. Inquiries: OTAR 01-248 5757 ext. 472/471/473/462.

Libya

Import regulations: foodstuffs. The Council for Nutrition Affairs and Maritime Wealth has issued the following notice for the guidance of food importers:

1 Standard specifications are considered essential for all imported food products and processed foodstuffs. These standards should be presented for registration;

2 The date of manufacture, expiry date of fitness for human consumption and the conditions of storage and preservation should all be written in Arabic; and,

3 Trade marks should be shown clearly.

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In London with sister institutions — the Arab Bank (Overseas) Limited in Zurich and Geneva — the Arab Bank (Nigeria) Limited in Lagos, Kano and Apapa—Associates UBAE (Union de Banques Arabes et Europeennes) in Luxembourg and Frankfurt, UBAF (Union de Banques Arabes et francaise) in Paris, UBAN (The Arab Japanese Finance Co Ltd) in Hong Kong, Arab Bank Maroc in Morocco; branches throughout the Arab world and correspondents world wide, the Arab Bank provides a complete international banking service.

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The Arab Bank has branches in
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General Management: Amman, Jordan Established 1930

Capital & Reserves	17,120,000 Jordan Dinars
Deposits	393,198,809 Jordan Dinars
Total Assets	668,328,966 Jordan Dinars

As at 30th June 1975

One Jordan Dinar (JD1) = U.S. $3.13 approx.

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EMPIRE HOUSE, ST. MARTIN'S LE GRAND, LONDON EC1P 1DR

Telephone 01-606 7801 Telex 887119

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ENCIRCLE TI 156 ON PAGE 421 FOR FURTHER INFORMATION

At present the Libyan Customs are not enforcing the terms of this notice but importers are asked to observe the instructions for the general benefit and interest of the consumer. Food preparations ex UK are still embargoed unless imported by national organisations.

Inquiries: OTAR 01-248 5757 ext. 461.

Ghana

Investment. *Trade and Industry* of 16 May 1975 (page 420) gave details of NRCD 329 – Investment Policy Decree 1975. The following amendment was published in the *Ghana Gazette* of 16 July 1976 and takes effect from that date.

INVESTMENT POLICY (AMENDMENT) (No. 3) DECREE, 1976

The Investment Policy Decree, 1975 (NRDC 329) as amended is

OTAR: help for exporters

Overseas Tariffs and Regulations Section (OTAR), Export Services and Promotion Division, Department of Trade, Export House, 50 Ludgate Hill, London EC4M 7HU (tel. 01-248 5757) can give you directly, or through your Regional Office, up-to-date information on the tariffs and customs regulations of overseas countries, import licensing regulations and restrictions including import quotas; certificate of origin; consular invoices and fees; labelling and marking requirements; foodstuffs, drugs and pharmaceuticals and the imports of samples. It also provides information, in collaboration with Ministry of Agriculture, Fisheries and Food, on health regulations for livestock, meat, animal products and plants and seeds. In short, OTAR can help on almost all legislation which affects the entry of British goods into overseas countries.

Inquiries which concern the countries of more than one sub-section (excluding inquiries involving only EEC countries) should be made to OTAR's co-ordination sub-section on 01-248 5757 extension 452 or 454.

For information in respect of specific countries,

ring

01-248 5757 ext.

▼ Sub-section A
Co-ordination of EEC inquiries; common customs tariff (CCT); Denmark; France and overseas territories; Greece; Turkey

408 EEC legislation on tariff and non-tariff barriers relative to community trade
482 EEC common agricultural policy – aspects affecting exports
7174 Denmark (incl. Faroe Islands and Greenland)
423 France and overseas departments, French overseas territories
439 Greece (incl. Dodecanese Islands), Turkey

Sub-section B
Benelux; Dutch overseas territories; Irish Republic; Italy; Federal Republic of Germany; Eastern Bloc; China

467 Federal Republic of Germany
288 Netherlands, Netherland Antilles, Aruba, Bonaire, Curacao, St. Eustatius, St. Martin (Dutch), Saba, Surinam, Yugoslavia
466 Irish Republic, Albania, Bulgaria, China, Czechoslovakia, German Democratic Republic, Hungary, Mongolia, Poland, Romania, USSR
288 Belgium, Luxembourg
466 Italy

Sub-section C
Efta countries (including colonies), former Portuguese territories N. Africa and Israel

459 Norway, Sweden, Austria, Switzerland
458 Israel, Egypt
460 Portugal, Finland, Iceland, Guinea Bissau, Mozambique, Angola, Cape Verde Islands, Macao, Principe, Sao Tome, Timor
461 Morocco, Tunisia, Libya, Algeria

Sub-section D
South and Central America

476 Brazil, Costa Rica, El Salvador, Guatemala, Honduras, Mexico, Nicaragua, Panama
474 Argentina, Chile, British Antarctica Territory and Antarctica, Cuba, Haiti, Uruguay, Bolivia, Columbia, Dominican Republic, Ecuador, Paraguay, Peru, Venezuela, Falkland Islands

Sub-section E
Australasia and South East Asia

401 New Zealand, Singapore, Thailand, W. Samoa, Chatham Island, Cook Island, Niue Island, Tokelau Isles
468 Australia, Solomon Islands, Cocos (Keeling) Islands, Christmas Islands (Indian Ocean), Nauru, Papua New Guinea, New Hebrides, Philippines
469 Brunei, Fiji, Hong Kong, Indonesia, Malaysia, Tonga, Gilbert Islands (incl. Ocean Island, Phoenix Island, Line Island), Tuvalu, Norfolk Island, Pitcairn Island

Sub-section G
Middle and Far East

420 Afghanistan, Bangladesh, Burma, India, Japan, N. Korea, S. Korea, Nepal, Pakistan, Taiwan, Yemen Arab Republic, Yemen PDR
475 Cambodia, Iran, Iraq, Jordan, Kuwait, Laos, Lebanon, Lower Gulf States (Bahrain, Qatar, Oman, United Arab Emirates), Saudi Arabia, Sudan, Syria, N. Vietnam, S. Vietnam

Sub-section F
North America; Bahamas; West Indies, etc.

7312 Antigua, Bahamas, Barbados, Belize (British Honduras), Bermuda, British Virgin Islands, Cayman Islands, Dominica, Grenada, Guyana, Jamaica, Montserrat, St. Kitts/Nevis/Anguilla, St. Lucia, St. Vincent, Trinidad, Tobago, Turks and Caicos Islands
455 Canada
456 USA (incl. Alaska, Caroline Island, Guam, Hawaii, Mariana Islands, Marshall Islands), Panama Canal Zone, Puerto Rico, Samoa (US), Virgin Islands (US), Wake Island

Sub-section H
Spain and possessions: Mediterranean; Africa; Sri Lanka

462 Spain, Spanish Sahara, Ceuta and Melilla, Andorra
471 Ascension Island, British Indian Ocean Territory, Cyprus, Gibraltar, Sri Lanka, S. Africa (with Lesotho, Swaziland, S. W. Africa and Botswana), Somali, St. Helena, Tristan da Cunha, Maldive Islands, Malta, Mauritius, Rwanda, Seychelles
472 Burundi, Cameroon, Canary Islands, Central African Republic, Chad, Congo (Brazzaville), The People's Republic of Benin, Ethiopia and Eritrea, Gabon, Guinea, Ivory Coast, Kenya, Tanzania, Uganda, Malagasy Republic, Mali, Mauritania, Niger, Senegal, Togo, Upper Volta, Zaire, Equatorial Guinea
473 The Gambia, Ghana, Liberia, Malawi, Nigeria, Rhodesia, Sierra Leone, Zambia

CRE Commercial Relations and Exports Divisions
Tel. Direct dialling (see end of each notice)

OTAR Overseas Tariffs and Regulations Section
Tel. 01-248 5757 (extension at end of each notice)

hereby further amended by the substitution for section 12A thereof (as inserted by section 5 of the Investment Policy (Amendment) Decree, 1975 (SMCD 6) of the following new section:

12A. No enterprise concerned with the production or preparation of tobacco or the manufacture of tobacco products which has an employed capital of C500,000.00 or more or an annual turnover of C1,000,000.00 or more shall operate after the 31st day of December 1976 unless at least 55 per centum of the capital in that enterprise is owned by the State and Ghanaians (other than statutory corporations) in the following proportions:
a as to 40 per centum by the State;
b as to 15 per centum by Ghanaians.

Inquiries: CRE 01-215 3064/3331.

Customs tariff amendments. Customs and Excise Tariff (amendment) Regulations, 1976 published in the *Ghana Gazette* of 20 July amends from 21 July Parts A and B of the First Schedule as follows:

Import duties
A – GENERAL RATES

Tariff no.	Description	Rate of duty (Per centum)
29.01/45	Organic compounds and other products mentioned in Note 1 to this Chapter:	
	A Saccharin	50
	B Other	50
87.02	Motor vehicles for the transport of persons, goods or materials (including sports motor vehicles other than those of heading no. 87.09):	
	A Ambulances	Free
	B Dumpers	Free
	C Passenger cars including estate cars	40
	D Buses and coaches	30
	E Other: namely jeeps, Land Rovers, kit cars, station wagons, trucks, lorries and vans	40

PART B
1 Goods admissable at concessionary duty rates when imported by manufacturers approved by the Comptroller:

Tariff no.	Goods manufactured	Description of goods imported	Rate of duty
B.1	Textile fabrics and textile manufactures	Yarn, not put up for retail sale, grey, unbleached except cotton yarns	15

2 Goods admitted conditionally at concessionary duty rate:

Tariff no.	Description of goods	Condition	Rate of duty
B.206	Motor vehicles falling within tariff no. 87.02 C, D and E, imported in completely knocked down condition (CKD)	Approved by the Comptroller	30

Inquiries: OTAR 01-248 5757 ext. 473/472/471/462.

Registered trade marks

The lists of tariff, customs and import regulation changes in overseas countries published in this section of *Trade and Industry* sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from this point of view. Items which fall into this category are preceded by the letters rtm. Readers should note that this prefix signifies that the words are registered as trade marks in the United Kingdom but that in the present context are assumed to refer generally to products of the descriptions stated in brackets. While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are registered as trade marks in the United Kingdom or in other countries but which it has not been possible to identify.

Vehicle purchase tax. The Vehicle Purchase Tax (Amendment) Decree 1976 published in the *Ghana Gazette* of 20 July amends from 21 July the schedule to the Vehicle Purchase Tax Decree 1973, notification of which was published in *Trade and Industry*, 8 March 1973 (page 491), by substituting the following schedule:

Item	Tariff no.	Vehicle	Rate of vehicle purchase tax (Per cent)
1	87.02 C, 87.02 D, 87.02 E, 87.03 F	1 Cars other than commercial vehicles locally assembled:	
		a Where the value does not exceed C6,000.00	10
		b Where the value exceeds C6,000.00 but does not exceed C8,000.00	20
		c Where the value exceeds C8,000.00 but does not exceed C10,000.00	45
		d Where the value exceeds C10,000.00 but does not exceed C12,000.00	100
		e Where the value exceeds C12,000.00	200
		2 Cars other than commercial vehicles imported and fully assembled outside Ghana:	
		a Where the value does not exceed C6,000.00	15
		b Where the value exceeds C6,000.00 but does not exceed C8,000.00	25
		c Where the value exceeds C8,000.00 but does not exceed C10,000.00	45
		d Where the value exceeds C10,000.00 but does not exceed C12,000.00	100
		e Where the value exceeds C12,000.00	200
		3 Commercial vehicles imported and fully assembled outside Ghana:	
		a Where the value does not exceed C7,000.00	10
		b Where the value exceeds C7,000.00 but does not exceed C12,000.00	15
		c Where the value exceeds C12,000.00	25
		4 Commercial vehicles substantially assembled in Ghana:	
		a Where the value does not exceed C12,000.00	5
		b Where the value exceeds C12,000.00	10

Inquiries: OTAR 01-248 5757 ext. 473/472/471/462.

Nigeria

Exchange control. Further to the exchange control notice in *Trade and Industry*, of 11 June 1976, the list of exempted items has been amended as follows:

a Item 4 has been amended to read 'eggs for hatching'
b The following items have been added:
21 Day-old chicks
22 Raw materials for the manufacture of livestock feeds.

Inquiries: CRE 01-215 3064/3338.

South Africa

Import prohibition. The South African Government has banned, with effect from 5 July and until further notice, the importation of certain livestock – cattle, sheep, pigs and goats but not horses – from all sources, in order to conserve foreign exchange.

In cases of outstanding orders, but only where the local importer is already in possession of a valid veterinary import permit V.A.2/4/ number/date, the animals will be allowed into the country.

No further veterinary permits will be issued and shipping and airline companies will not be allowed to land animals not covered by a relevant permit. Inquiries: OTAR 01-248 5757 ext. 471/472/473/462.

Tariff application. Customs Tariff Application List 24/76, published in the South African *Government Gazette*, 30 July 1976 contains an application to the Board of Trade and Industries for increase in duty on fibre-tipped pens classifiable under tariff subheading 98.03.30.

British trade organisations thought to be interested in the application are being informed. Any British firm affected which wishes to make representations to the South African Board of Trade and Industries and belongs to a trade organisation should, therefore, first contact its own trade association.

If any firm proposes to make independent representations to the South African authorities and requires further information concerning the application, it should address inquiries to CRE tel. 01-215 5274.

Customs notices of interest to exporters

The following Public Notices issued by HM Customs and Excise relate to various aspects of export procedure. Copies of these Notices may be obtained from local offices of Customs and Excise, addresses of which appear in the telephone directory or from the Secretary, HM Customs and Excise, 39-41 Mark Lane, London EC3R 7HE.

7	Drawback of Excise Duty on mixed or blended beers.
17	Arrangements for preferential trade between the Channel Islands and the United Kingdom.
49	Temporary importations: international co-operation.
104	ATA Carnets.
112	Authorised hours for Customs work at ports, airports and in long rooms and charges for attendance given at the request of merchants.
112A	Charges for attendance given at private premises at the request of merchants.
118	Samples imported for promoting export trade.
172	Hydrocarbon Oils: drawback of Excise Duty.
207	Re-imported goods: relief from Customs duty and Value Added Tax.
210	Temporary importation of films and similar goods for copying, printing, etc., to fulfil export orders.
221	Duty relief under the Import Duties Act 1958, and pre-financing of Common Agricultural Policy Export refunds.
224	Beer exported on drawback as merchandise: examination and sampling.
241	European Economic Community: Compensatory Levy.
275	Documentation of Exports for Statistical Purposes.
276	Customs Entry forms in the C273 Series: Guidance on their completion.
290	Export of personal and household effects.
291	Effect of budget changes on claims for drawback.
300	Export reliefs scheduling scheme.
703	VAT – Exports.
704	VAT – Retail Export Schemes.
705	VAT – Tax free sales of motor vehicles to tourists, etc.
750 and Supplement	Community transit – this describes the system as a whole.
750A	List of Community Transit Offices.
750B	Community transit – Extension to cover Austria and Switzerland.
751 and Supplement	Notes on completing Community transit forms T1, T2 and T3 and Control Copy T forms.
751A	Notes on completing Community transit movement certificates.
752	Free circulation of goods in the European Community.
753	Community transit – the simplified procedure for goods carried by rail.
754	Community transit – Intra-Community treatment of the catches of fishing vessels registered in Member States.
755	Community transit – special control procedures.
756	Instructions on the use of loading lists as the descriptive part of Community transit forms T1, T2 and T3.
757	Community transit – Pre-authenticated movement certificate Form T3L.
774	Hydrocarbon Oils Customs Duties: Additions of *Ad Valorem* Protective Element.
800 (Aug 1975)	The European Economic Community. Common Agricultural Policy: Customs procedures in respect of export refunds, levies and licences.
810	EEC Preferences – Free Trade Agreements between the EEC and EFTA countries.
810A	EEC Preferences – EFTA countries. Simplification of the documentation system described in Notice 810. Introduction of universal form of movement certificate EUR 1.
811	EEC Preferences – Greece.
812	EEC Preferences – Turkey.
813, 813B	EEC Preferences – Israel.
817	EEC Preferences – Tunisia.
818	EEC Preferences – Egypt.
819	EEC Preferences – Cyprus.
820, 820A	EEC Preferences – Lebanon.
821	EEC Preferences – simplified procedure for sending evidence to EEC customers about the origin of goods.
825	The ACP/EEC Convention of Lomé: tariff preferences.
830	Arrangements between Denmark and United Kingdom.

Thailand

Special import fees for fabrics and threads. The Thai Board of Investment has announced a special fee of 20 per cent of the cif price on the import of the following products if they are of the same type as those produced or assembled by persons with promotional privileges. This is in order to protect Thai industries granted promotional privileges and will be effective until 31 December 1976.

Tariff item	Fabrics of the following descriptions:
55.07 a 55.08 a 55.09 b 60.01 a 62.02	Fabrics made of pure cotton (specifically towels and handkerchiefs made of terry fabrics)
51.04 56.07 60.01 b 62.02	Fabrics made of pure synthetic fibre, ie polyester, nylon 6, viscose rayon, acrylic and polyester mixed with viscose rayon (specifically towels and handkerchiefs made of terry fabrics)
51.04 55.09 c 56.07 60.01 b 62.02	Fabrics made of polyester fibre mixed with cotton (specifically towels and handkerchiefs made of terry fabrics)
	Threads of the following descriptions:
55.05 55.06	Threads made of pure cotton
56.05 56.06	Threads made of pure synthetic, ie polyester, nylon 6, viscose rayon, acrylic and polyester mixed with viscose rayon or cotton

Inquiries: OTAR 01-248 5757 ext. 401/468/469.

Standards for electric wire and cables. It is expected that the Thai Industrial Standards Institute compulsory standards for electric wire and cable will come into force shortly. It will then be illegal to manufacture or import products without the TISI quality mark on them. The Institute has recommended that importers apply for licences urgently.

British exporters are therefore advised to ensure that their goods comply with the Thai standards. Inquiries: OTAR 01-248 5757 ext. 401/468/469.

Malaysia

Tariff changes. The Malaysian *Government Gazette* has announced the following changes in import duty in the Federation Common Tariff, applicable also to Penang:

BTN no.	Description	Import duty (Per cent)
28.10.000	Phosphorus pentoxide and phosphoric acids (meta-, ortho-, and pyro-)	20
84.24	Agricultural and horticultural machinery for soil preparation or cultivation (for example, ploughs, harrows, cultivators, seed and fertiliser distributors); lawn and sports ground rollers:	
84.24.100	Machinery	20
84.24.900	Parts	20
87.01	Tractors (other than those falling within heading no. 87.07), whether or not fitted with power take-offs, winches or pulleys:	
	Tractors designed for agricultural use:	
87.01.110	Pedestrian controlled	20

Inquiries: OTAR 01-248 5757 ext. 469/401/468.

Australia

Tariff changes. The following changes in the Australian tariff took effect from 16 July 1976:

Tariff no.	Goods	Rates of duty: General	Preferential
1 Omit sub-item 08.11.2, substitute the following sub-item:			
08.11.2	Cherries	Free	Free
2 Omit paragraph 39.03.13, substitute the following paragraph:			
39.03.13	Goods of: a cellulose acetate or cellulose acetate butyrate; or b cellulose nitrate having a nitrogen content of not less than 12.5%, for use as, or in the manufacture of, explosives, not being goods falling within paragraph 39.03.11 or 39.03.12:		
39.03.131	Cellulose acetate flake	4%	4%
39.03.139	Other	4%	Free
3 After sub-note (4) of note 3 to Chapter 61 insert the following sub-note:			
	(5) For the purposes of this note, garments designed for left over right closure at the front shall be taken to have been designed for use exclusively as men's or boys' garments except garments that have a characteristic that shows that they were not designed for use, or were not designed for use exclusively, as men's or boys' garments		
4 Omit sub-item 83.15.1, substitute the following sub-item:			
83.15.1	Welding rods; flux cored tubular welding materials	15%	15%

Inquiries: OTAR 01-248 5757 ext. 468/469/401.

Paper and paperboard: Reference to the Temporary Assistance Authority. A notice in *Trade and Industry*, 18 June 1976, reported a request for temporary protection against imports of fine papers falling within items 48.01.921 and 48.07.620 of the customs tariff. This reference has been extended to include paper and paperboard having a price of not less than A$350 per tonne (not being machine glazed paper) other than pressure sensitive adhesive paper. The reference has been passed on to the Temporary Assistance Authority and the public hearing will be in Canberra on 5 August 1976. Ref. CRE 289/76. Inquiries: CRE 01-215 5319.

New Zealand

Metrication. With less than a year to go under a seven-year plan for metrication many industries in New Zealand have nearly completed the changeover from imperial measures, and it appears that the target of substantial conversion to metric by 1977 will be accomplished.

The New Zealand Minister of Trade and Industry and the Minister of Labour have issued a joint press statement to the effect that the New Zealand Government has now been asked to make trading and pricing in metric units a legal obligation. UK exporters using the old measurements should note that the New Zealand Government intends to ensure that the old system will be outlawed as soon as possible, consistent with the demands of efficiency. Inquiries: OTAR 01-248 5757 ext. 401/468/469.

Fiji

Prohibited imports. The Fijian Government has issued an amendment to the Customs (Prohibited Imports) Order 1975 so that import of the following is prohibited except in accordance with the terms of a licence granted by the Secretary of Commerce and Industry.

Incense sticks falling under Tariff Item 33.06.00.03.

Inquiries: OTAR 01-248 5757 ext. 469/401/468.

CRE Commercial Relations and Exports Divisions
Tel. Direct dialling (see end of each notice)

OTAR Overseas Tariffs and Regulations Section
Tel. 01-248 5757 (extension at end of each notice)

Jamaica

Import restrictions. On 21 July 1976, the Minister of Marketing and Commerce announced the Jamaican Government's intention of giving effect to newly announced import targets for the remainder of 1976 by authorising the issue of import licences primarily for food, drugs and vehicle spare parts only, for the remainder of the calendar year.

Within the food category, priority is to be given to basic cuts of beef, pork tails, canned mackerel, sardines and herrings, pickled fish, rice, canned beef, chicken necks and backs, and milk-based infant foods.

Low priority will be allotted to the importation of tonic foods, certain types of infant foods, biscuits, sugar, confectionery, vegetables. fruit and peas, except where these items originate in the CARICOM area.

The receipts from exports and tourism have not reached their predicted level, there is a possibility that the squeeze on imports may be further intensified.

Inquiries: OTAR 01-248 5757 ext. 7312/456/457.

Brazil

Cuprous cyanide: proposed duty increase. Customs Policy Council Edital 815 (*Diario Oficial*, 2 June 1976) stated that the council was considering an increase in the import duty on cuprous cyanide, under tariff heading 28.43.03.00, from its current rate of 15 per cent to 45 per cent. There is no further information available at the present. Inquiries: OTAR 01-248 5757 ext. 476/474.

Iron and steel shot: proposed duty increase. Customs Policy Council Edital 816 (*Diario Oficial*, 9 June 1976) stated that the council was considering the following duty increases on iron and steel shot:

Tariff no.	Goods	Duty rate	
		Current	Under study
73.04.00.00	Shot and angular grit, of iron and steel, whether or not graded:		
73.04.01.00	Polishing shot	30%	60%
73.04.99.00	Other	20%	60%

There is no further information available at present. Inquiries: OTAR 01-248 5757 ext. 476/474.

Electronic parts: proposed duty reduction. Customs Policy Council Edital 817 (*Diario Oficial*, 30 June 1976) stated that the council was studying the following duty increases:

Tariff no.	Goods	Duty rate
85.19.08.00	Printed circuits	55%
	ex Printed circuits of three or layers or circuits, covered or not, for use in machines of heading 84.53	25%
85.21.14.00	Electronic microstructures	55%
	ex Electronic microstructures for use in data processing machines of heading 84.53, solely in the following types: rectangular with more than 16 pins; circular with more than five pins and square	55%

Inquiries: OTAR 01-248 5757 ext. 476/474.

Uruguay

Concessions for tobacco machinery. Decree 388/976 of 30 June 1976 extends the temporary exemption from the payment of customs duties and additional duties, taxes, surcharges, consular fees and the 18 per cent Additional Import Tax on imports of machinery, tools and spares used in the cultivation of tobacco, until 1 June 1977. See *Trade and Industry*, 15 August 1975, page 415.

Addition to BTN 38.19. Decree 393/976 of 1 July 1976 adds the following item to BTN 38.19:

BTN no.	Description	Unit	Valuation N$	Duty %
38.19.15.00	Products to be used as hardners in dental cements under position 30.05, in containers up to or less than 20g or 20cc	1,000 KIC	202.80	91.775

Inquiries: OTAR 01-248 5757 ext. 474/486.

Bolivia

Prior deposit concessions. *Trade and Industry* of 25 October 1975 reported that all private importers were obliged to deposit 25 per cent of the value of the goods 120 days before the expected date of arrival in Bolivia. A recent decree reduces the prior deposit to 10 per cent for importers who are manufacturing in Bolivia, ie for new materials, machinery, etc. The deposit remains at 25 per cent for other importers; mining and oil industries are exempt. Inquiries: OTAR 01-248 5757 ext. 474/476.

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Statistics

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Series are seasonally adjusted except where shown otherwise

	Gross domestic product (average estimate)	Consumers' expenditure	Fixed capital expenditure			Changes in stocks				Balance of payments		
			Total	of which: Manufacturing industry	of which: Distributive and service industries excl. shipping	Total	of which: Manufacturing industry	of which: Wholesalers	of which: Retailers	Current balance	Visible balance	Invisible balance
	at 1970 prices		at 1970 prices			at 1970 prices				at current prices		
Base of index Series in Stock level at end-1975	1970	£ million	£ million			£ million				£ million		
						18,054	10,368	1,807	1,916			
1970	100	31,472	9,380	2,130	1,726	425	325	68	−30	735	−25	760
1971	102	32,396	9,544	1,991	1,801	70	−148	52	−10	1,058	280	778
1972	104	34,344	9,754	1,738	1,956	−18	−175	48	−11	131	−702	833
1973	110	35,894	10,008	1,864	2,114	1064	396	102	334	−842	−2,332	1,490
1974	110	35,521	9,805	2,087	1,959	597	666	81	−68	−3,611	−5,264	1,653
1975	108	35,413	9,768	1,809	1,716	−648	−386	−111	6	−1,700	−3,200	1,500
1973 4th qtr	109	8,958	2,513	476	545	205	96	32	51	−373	−950	577
1974 1st qtr	106	8,835	2,532	519	511	−176	−31	18	−59	−849	−1,297	448
2nd qtr.	110	8,789	2,339	513	487	295	191	43	27	−959	−1,366	407
3rd qtr.	112	8,905	2,418	516	485	373	368	3	−14	−852	−1,253	401
4th qtr.	111	8,992	2,516	539	476	105	139	17	−22	−951	−1,348	397
1975 1st qtr.	110	9,041	2,490	493	433	−176	−4	−31	−57	−466	−850	384
2nd qtr.	107	8,839	2,394	457	432	−254	−112	−54	−52	−360	−681	321
3rd qtr.	107	8,729	2,496	434	432	−156	−204	−29	60	−571	−986	415
4th qtr.	108	8,804	2,388	424	420	−62	−66	4	55	−303	−683	380
1976 1st qtr.	110	8,912	2.518	433	407	−47	16	15	−17	−60	−470	410
2nd qtr.		8,875 pe								−574	−964	390
% change last 2 qtrs. on prev. 2 qtrs.	+1.9	+1.4	+0.3	−3.8	−4.3							
on a year earlier	−1.2	−0.5	−2.0	−17.0	−9.0							

	Industrial production		Personal expenditure		Prices and costs (NOT seasonally adjusted)					Labour (UK)			Visible Trade	
	Total all industries	Total manufacturing industries	Retail sales	Cars: new registrations	Retail prices	% increase on a year earlier	Wholesale prices: all manufacturing industry: basic materials and fuel used	Wholesale prices: all manufacturing industry: manufactured products: home sales	Basic hourly wage rates of manual workers (all industries and services)	Unemployed excluding school leavers and adult students: mid-month count	Unemployed excluding school leavers and adult students: % of total employees	Unfilled vacancies for adults: mid-month count	Export	Import
				monthly averages									On a balance of payments basis	
	at 1970 prices		at 1971 prices										at 1970 prices	
Base of index £m in base year Series in	1970	1970	1971	thousands	Jan. 1974		1970	1970	July 1972	thousands		thousands	1970 7,907	1970 7,932
1971	100.4	99 6	100.0	108.5	153.4†	9.4	104.6	109.0	88.9	775.8	3.4	130.9	106.7	104.2
1972	102.7	102.4	105.8	138.6	164.3†	7.1	109.2	114.8	101.4	855.0	3.7	147.3	106.6	116.3
1973	110.2	110.8	110.7	137.1	179.4†	9.2	144.5	123.2	115.6	611.0	2.6	307.0	121.8	133.9
1974	106.3	108.1	109.9	102 8	108.5	16.0	215.3	152.0	138.7	599.5ø	2.6ø	302.2ø	130.1	135.2
1975	101.0	101.4	107.9	97.2	134.8	24.2	235.4	188.7	179.0	929.0	4.0	148.2ø	124.9	125.6
1974 2nd qtr.	107.8	109.6	107.8	105	107.5	15.8	213.7	148.9	132.3	577.4	2.5	318.4	134.0	137.5
3rd qtr.	108.1	110.0	111.2	107	110.2	17.0	212.9	156.1	144.0	613.7	2.6	308.7	133.4	136.4
4th qtr.	105.0	105.9	111.3	97	115.1	18.2	222.1	164.9	153.5	..	..	..	126.5	133.0
1975 1st qtr.	104.6	106.1	111.3	108	122.0	20.3	220.9	176.0	163.6	737.9	3.2	..	128.9	125.4
2nd qtr.	99.8	100.0	108.9	94	133.6	24.3	225.6	186.3	176.3	847.4	3.6	164.4	122.6	122.2
3rd qtr.	99.3	99.5	105 5	103	139.4	26.6	239.3	193.4	185.5	1,000.0	4.3	133.6	120.0	127.4
4th qtr.	100.5	100.1	105.8	84	144.2	25.3	256.0	199.1	193.8	1,132.1	4.9	113.6	128.3	127.2
1976 1st qtr.	101.4	101.7	107.3	106	149.4	22.5	266.1	206.9	205.5	1,223.2	5.2	115.5	132.1	123.8
2nd qtr.				106	154.9	16.0	291.1 p	214.4 p	211.6 p	1,246.5	5.3	119.6	137.3 p	134.7 p
1975 June	99.1	99.4	104.1	91	137.1	26 1	227.7	189.0	182.6	893.5	3.8	149.0	120.2	122.7
July	99.8	100.2	105.4	91	138.5	26.3	233.2	191.7	184.8	968.2	4.1	133.9	123.0	134.3
Aug.	98.1	98.3	104.8	98	139.3	26.9	241.4	193.5	185.6	997.4	4.3	135.9	115.2	124.9
Sept.	99.8	100.0	106.1	120	140.5	26.6	243.2	194.9	186.0	1,034.4	4.4	131.1	121.9	123.1
Oct.	100.9	100.7	104.8	85	142.5	25.9	252.3	197.0	187.5	1,088.7	4.7	118.9	130.5	128.9
Nov.	100.9	100.7	105.2	81	144.2	25.2	256.7	198.9	195.6	1,133.0	4.9	111.8	123.4	128.0
Dec.	99.6	98.8	107.0	87	146.0	24.9	259.0	201.5	198.2	1,174.8	5.0	110.1	130.9	124.7
1976 Jan.	101.0	102.0	109.8	115	147.9	23.4	261.0	204.8	202.1	1,210.5	5.2	111.1	131.9	125.8
Feb.	101.8	101.6	107.1	101	149.8	22.9	263.5	207.3	206.4	1,232.4	5.3	113.5	128.4	125.4
Mar.	101.5	101.4	105.5	101	150.6	21.2	273.8	208.6	207.9	1,226.6	5.3	122.0	136.1	120.3
Apr.	102.0	102.2	108.5	118	153.5	18.9	285.2	211.5	209.3	1,233.7	5.3	123.9	136.5	131.1
May	103.1	104.2	105.7	112	155.2	15.4	290.6 p	214.8 p	210.6	1,250.0	5.4	120.6	138.3	136.9
June				88	156.0	13.8	297.6 p	217.0 p	214.9 p	1,255.7	5.4	114.3	137.1 p	136.1 p
July										1,294.0 p	5.5	119.6		
% change latest 3 months on prev. 3 months	+1.4	+1.8	−1.3	+0.3	+3.7		+9.4	+3.6	+3.0	+2.9		−1.9	+4	+9
on a year earlier	+1.0	+1.2	−4.0	+13.2	+16.0		+29.0	+15.1	+20.0	+40.1		−21.0	+12	+10

p Provisional pe Preliminary estimate † Base of index Jan. 1962 = 100 .. not available ø Average of 11 months

Overseas travel and tourism in the first quarter

Symbols used in all statistical tables

.. not available	r revised
— nil or less than half the final digit shown	* five week period
p provisional	ø fifty-three week period

Provisional figures for the first quarter of 1976 (released by the Department of Trade, and to be published during August in Business Monitor M 6, Overseas Travel and Tourism) show that the number of overseas visitors to the UK (including estimates of those from the Irish Republic) was virtually unchanged compared with the first quarter of 1975. Visits abroad by UK residents (including estimates of those to the Irish Republic) decreased, by 6 per cent, compared with the first quarter of 1975. All first quarter comparisons are to some extent affected by the fact that in 1976 Easter was approximately three weeks later than in 1975, giving rise to a later start to the tourist season.

Expenditure by overseas visitors rose by 21 per cent to £209 million while that of UK residents going abroad rose by 15 per cent to £140 million.

(Note: All further figures quoted in the text and tables below exclude visitors to and from the Irish Republic.)

Overseas visitors to the United Kingdom

Visitors from EEC countries in the first quarter of 1976 were 2 per cent less than in the corresponding period of 1975, from other Western European countries unchanged and from North America 1 per cent more.

Holiday visits were 3 per cent less than in 1975 and business visits 4 per cent less. Visits to friends and relatives however increased by 9 per cent and those for miscellaneous purposes (including those for study, sports events and for shopping, as well as those for more than one purpose) by 4 per cent.

There was a small increase in the number of visits by air (up 1 per cent) and a small decrease in visits by sea (down by 2 per cent).

Visits abroad by UK residents

Visits in the first quarter of 1976 by UK residents to EEC countries were 8 per cent less than in 1975 and to other West European countries were 6 per cent less. Visits to North America however increased by 7 per cent.

Holiday visits declined by 10 per cent compared with 1975, those to friends and relatives by 11 per cent and those for miscellaneous purposes by 28 per cent. Business visits rose by 13 per cent. With the exception of holidays, which showed declines for both UK residents and for visitors from abroad, these changes show marked differences from those shown for overseas visitors.

Visits abroad by air in the first quarter decreased by 3 per cent and those by sea decreased by 11 per cent compared with a year ago.

Overseas visitors to the United Kingdom (1)

Thousands

		Area of residence				Mode of travel		Purpose of visit			
	Total all visits	Europe EEC(1)	W. Europe non-EEC	North America	Other areas	Air	Sea	Holiday	Business	Visits to friends and relatives	Other
1974 – total	7,224	3,141	950	1,755	1,379	4,719	2,505	3,393	1,541	1,281	1,009
1975 – total	8,141	3,599	1,128	1,817	1,597	5,053	3,088	3,795	1,541	1,440	1,365
% change 1975/74	+13	+15	+19	+4	+16	+7	+23	+12	—	+12	+35
1975 1st quarter	1,366	618	207	255	286	953	413	567	342	268	189
2nd quarter	1,947	862	269	456	360	1,203	744	911	413	334	289
3rd quarter	3,207	1,445	401	739	623	1,731	1,477	1,686	354	556	612
4th quarter	1,621	675	251	367	327	1,166	455	631	432	283	275
1976 1st quarter	1,367	608	206	257	295	961	406	548	329	293	196
Percentage change on year ago: 1st quarter	—	−2	—	+1	+3	+1	−2	−3	−4	+9	+4

(1) Excluding visits from the Irish Republic.

Visits abroad by UK residents (1)

Thousands

		Area of residence				Mode of travel		Purpose of visit			
	Total all visits (2)	Europe EEC(1)	W. Europe non-EEC	North America	Other areas	Air	Sea	Holiday	Business	Visits to friends and relatives	Other
1974 – total	9,176	4,079	3,739	420	728	6,035	2,931	6,149	1,514	1,127	386
1975 – total	10,269	4,602	4,170	492	849	6,505	3,608	6,891	1,520	1,282	575
% change 1975/74	+12	+13	+12	+17	+17	+8	+23	+12	—	+14	+49
1975 1st quarter	1,500	618	576	70	219	1,159	324	792	353	288	87
2nd quarter	2,655	1,304	1,019	95	192	1,612	998	1,748	415	270	222
3rd quarter	4,369	2,013	1,841	199	254	2,416	1,890	3,340	333	504	193
4th quarter	1,745	666	734	129	185	1,318	396	1,012	419	241	73
1976 1st quarter	1,433	569	541	75	225	1,122	288	710	399	238	63
Percentage change on year ago: 1st quarter	−4	−8	−6	+7	+3	−3	−11	−10	+13	−11	−28

(1) Excluding visits to the Irish Republic.
(2) Includes cruise holidays not allocated to area or mode of travel.

Insolvencies in England and Wales during the second quarter of 1976

On a seasonally adjusted basis, company liquidations fell in the second quarter of 1976, following a continuous rise since the fourth quarter of 1973, though the level remained high. Receiving orders (including administration orders and deeds of arrangement), on an adjusted basis, rose slightly in the second quarter, more than offsetting the slight fall in the first quarter, and their level also remained high.

Table 1 shows that, after seasonal adjustment, there were about 1,480 company liquidations in the second quarter of 1976, made up of about 620 compulsory liquidations and about 860 creditors' voluntary liquidations. The total is about 3 per cent lower than in the previous quarter but about 12 per cent higher than in the second quarter of 1975. Before seasonal adjustment, there were 1,482 company liquidations in the second quarter of 1976, made up of 645 compulsory liquidations and 837 creditors' voluntary liquidations.

Table 1 also shows that, after seasonal adjustment, there were about 1,800 receiving orders (including administration orders and deeds of arrangement) in the second quarter of 1976, a rise of about 1 per cent compared with the previous quarter but a fall of about 1 per cent compared with the second quarter of 1975. Before seasonal adjustment, the figure for receiving orders (including administration orders and deeds of arrangement) in the second quarter of 1976 was 1,788.

The chart, which illustrates the quarterly seasonally adjusted figures since the beginning of 1968, shows that there was a general fall in the number of insolvencies from mid-1970 to mid-1973, followed by a sharp rise, which, for receiving orders, levelled off during 1975; company liquidations, however, were still rising strongly during 1975.

Industrial analysis

Table 2 gives the industrial analysis of receiving orders administered (including administration orders and deeds of arrangement) up to the first quarter of 1976. This table excludes orders that were rescinded before the business of the debtor could be investigated and deeds that were voided; the figures therefore do not agree with those in Table 1, which are for all receiving orders, administration orders, and deeds of arrangement that were made. The compilation of the data for the fourth quarter differs from that for the other quarters. It is therefore preferable in this article to compare the analysis for the first quarter of 1976 with the analyses for the first three quarters of 1975. On this basis, the table shows that there has been little change in the industrial analysis during the last year. With 65 per cent of receiving orders accounted for by self-employed, within which about 2 per cent were in manufacturing and about 17 per cent in distribution, the figures for

TABLE 1 Insolvencies

England and Wales — Number

	Bankruptcies					Company liquidations					
	Unadjusted				Seasonally adjusted	Unadjusted			Seasonally adjusted		
	Total	Receiving orders	Administration orders	Deeds of arrangement	Total	Total	Compulsory	Creditors' voluntary	Total	Compulsory	Creditors' voluntary
1968	4,298	4,123	27	148		3,165	1,108	2,057			
1969	4,772	4,532	20	220		3,510	1,181	2,329			
1970	5,087	4,878	29	180		3,689	1,269	2,420			
1971	4,793	4,630	13	150		3,506	1,166	2,340			
1972	4,337	4,225	19	93		3,063	1,150	1,913			
1973	3,917	3,805	12	100		2,575	1,080	1,495			
1974	5,718	5,595	13	110		3,720	1,395	2,325			
1975	7,271	7,123	20	128		5 398	2,287	3,111			
1968 1st quarter	1,231	1,190		41	1,121	897	307	590	850	287	563
2nd quarter	1,024	985		39	1,040	775	279	496	772	271	501
3rd quarter	932	907		25	1,020	586	148	438	731	270	461
4th quarter	1,111	1,068		43	1,117	907	374	533	812	280	532
1969 1st quarter	1,231	1,173		58	1,135	872	318	554	824	296	528
2nd quarter	1,095	1,055		40	1,094	871	308	563	864	298	566
3rd quarter	1,215	1,157		58	1,319	798	171	627	957	305	652
4th quarter	1,231	1,167		64	1,224	969	384	585	865	282	583
1970 1st quarter	1,314	1,273		41	1,236	981	318	663	942	305	637
2nd quarter	1,321	1,280		41	1,308	966	339	627	971	335	636
3rd quarter	1,219	1,174		45	1,324	744	169	575	893	303	590
4th quarter	1,233	1,180		53	1,219	998	443	555	883	326	557
1971 1st quarter	1,171	1,145		26	1,110	760	310	450	730	297	433
2nd quarter	1,253	1,205		48	1,237	945	285	660	942	275	667
3rd quarter	1,137	1,092		45	1,233	777	172	605	925	308	617
4th quarter	1,232	1,201		31	1,213	1,024	399	625	909	286	623
1972 1st quarter	1,222	1,197		25	1,166	877	291	586	855	284	571
2nd quarter	1,200	1,175		25	1,187	799	293	506	799	284	515
3rd quarter	866	844		22	945	614	160	454	753	291	462
4th quarter	1,049	1,028		21	1,039	773	406	367	656	291	365
1973 1st quarter	1,011	982		29	954	710	273	437	700	271	429
2nd quarter	952	919		33	941	653	308	345	655	302	353
3rd quarter	875	858		17	955	463	130	333	579	241	338
4th quarter	1,079	1,058		21	1,067	749	369	380	641	266	375
1974 1st quarter	1,322	1,296		26	1,230	713	264	449	701	258	443
2nd quarter	1,341	1,314		27	1,329	844	309	535	847	297	550
3rd quarter	1,377	1,355		22	1,500	829	224	605	1,023	415	608
4th quarter	1,678	1,643		35	1,659	1,334	598	736	1,149	425	724
1975 1st quarter	1,938	1,900		38	1,793	1,238	540	698	1,228	538	690
2nd quarter	1,816	1,783		33	1,814	1,317	593	724	1,328	582	746
3rd quarter	1,719	1,693		26	1,879	1,138	279	859	1,393	532	861
4th quarter	1,798	1,767		31	1,785	1,705	875	830	1,449	635	814
1976 1st quarter	1,921	1,891		30	1,773	1,554	687	867	1,530	670	860
2nd quarter	1,788	1,766		22	1,795	1,482	645	837	1,484	622	862

TABLE 2 Industrial analysis of receiving orders administered[1]

England and Wales

Industry	Numbers							Percentages						
			1975				1976			1975				1976
	1974	1975	1st qtr.	2nd qtr.	3rd qtr.	4th qtr.	1st qtr.	1974	1975	1st qtr.	2nd qtr.	3rd qtr.	4th qtr.	1st qtr.
Self-employed														
Agriculture	90	167	34	37	28	68	36	1.7	2.4	2.0	2.4	1.9	3.3	2.2
Manufacturing:														
Food, drink and tobacco	4	2	—	—	—	2	—	0.1	—	—	—	—	0.1	—
Chemicals	—	1	—	—	—	1	—	—	—	—	—	—	—	—
Metals and engineering	45	75	11	14	17	33	13	0.8	1.1	0.6	0.9	1.1	1.6	0.8
Textiles and clothing	35	42	6	8	8	20	11	0.7	0.6	0.3	0.5	0.5	1.0	0.7
Timber and furniture	36	43	12	12	9	10	12	0.7	0.6	0.7	0.8	0.6	0.5	0.7
Paper, printing and publishing	21	23	2	9	3	9	3	0.4	0.3	0.1	0.6	0.2	0.4	0.2
Other manufacturing	11	13	5	—	4	4	3	0.2	0.2	0.3	—	0.3	0.2	0.2
Total manufacturing	152	199	36	43	41	79	42	2.9	2.9	2.1	2.8	2.8	3.9	2.5
Construction	1,056	1,543	437	367	283	456	361	19.9	22.6	25.1	23.5	19.1	22.4	21.7
Road haulage	342	458	114	88	96	160	77	6.4	6.7	6.6	5.6	6.5	7.9	4.6
Wholesaling:														
Consumer goods	42	54	16	15	9	14	4	0.8	0.8	0.9	1.0	0.6	0.7	0.2
Non-consumer goods	55	68	21	11	12	24	13	1.0	1.0	1.2	0.7	0.8	1.2	0.8
Retailing:														
Food	345	380	95	79	75	131	84	6.5	5.6	5.5	5.1	5.1	6.4	5.1
Non-food	576	718	167	148	146	257	174	10.8	10.5	9.6	9.5	9.8	12.6	10.5
Finance and professional services	237	306	69	74	72	91	75	4.5	4.5	4.0	4.7	4.8	4.5	4.5
Hotels and restaurants	213	291	58	55	71	107	81	4.0	4.3	3.3	3.5	4.8	5.3	4.9
Garages	198	307	62	41	50	154	54	3.7	4.5	3.6	2.6	3.4	7.6	3.3
Other consumer services	195	216	45	54	47	70	67	3.7	3.2	2.6	3.5	3.2	3.4	4.0
Other industries	31	82	19	12	10	41	14	0.6	1.2	1.1	0.8	0.7	2.0	0.8
Total	3,532	4,789	1,173	1,024	940	1,652	1,082	66.5	70.2	67.5	65.7	63.3	81.1	65.2
Other individuals														
Employees, no occupation and unemployed	1,485	1,512	456	431	450	175	472	27.9	22.2	26.2	27.6	30.3	8.6	28.4
Directors and promoters of companies	244	405	83	69	67	186	86	4.6	5.9	4.8	4.4	4.5	9.1	5.2
Occupation unknown	53	115	27	35	28	25	20	1.0	1.7	1.6	2.2	1.9	1.2	1.2
Total	1,782	2,032	566	535	545	386	578	33.5	29.8	32.5	34.3	36.7	18.9	34.8
All receiving orders administered	5,314	6,821	1,739	1,559	1,485	2,038	1,660	100.0	100.0	100.0	100.0	100.0	100.0	100.0

Note:

(1) Receiving orders made during the year, *less* those consolidated or rescinded before the end of the year, together with administration orders and deeds of arrangement on the same basis. The totals for all receiving orders administered are thus not equal to the totals shown in Table 1. The construction of the quarterly figures is explained in the notes at the end of the article.

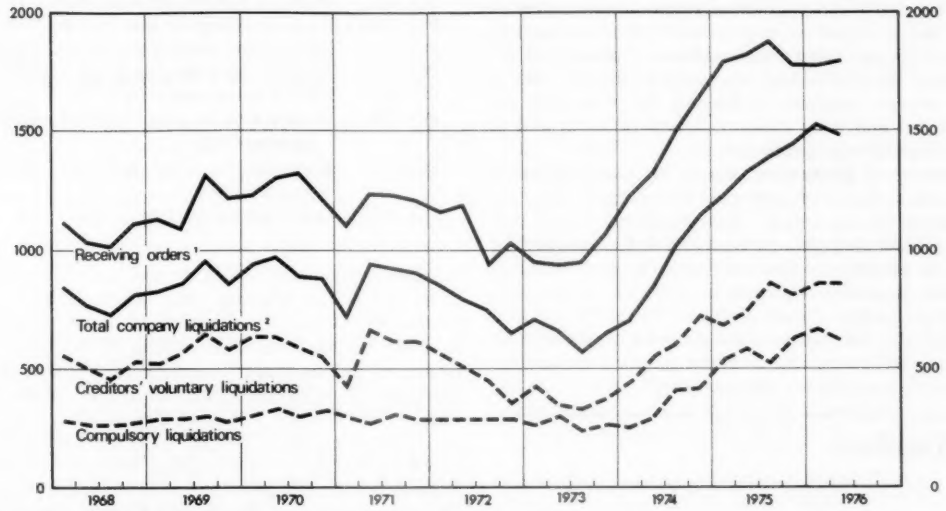
TABLE 3 Industrial analysis of total compulsory and creditors' voluntary liquidations

England and Wales

Industry	Numbers							Percentages						
			1975				1976			1975				1976
	1974	1975	1st qtr.	2nd qtr.	3rd qtr.	4th qtr.	1st qtr.	1974	1975	1st qtr.	2nd qtr.	3rd qtr.	4th qtr.	1st qtr.
Agriculture	16	48	6	13	16	13	12	0.4	0.9	0.5	1.0	1.4	0.8	0.8
Manufacturing:														
Food, drink and tobacco	62	62	20	9	18	15	21	1.7	1.1	1.6	0.7	1.6	0.9	1.4
Chemicals	33	53	11	5	19	18	12	0.9	1.0	0.9	0.4	1.7	1.1	0.8
Metals and engineering	323	400	90	99	95	116	116	8.7	7.4	7.3	7.5	8.3	6.8	7.5
Textiles and clothing	171	230	37	63	56	74	65	4.6	4.3	3.0	4.8	4.9	4.3	4.2
Timber and furniture	124	114	35	31	22	26	30	3.3	2.1	2.8	2.4	1.9	1.5	1.9
Paper, printing and publishing	124	207	46	44	43	74	36	3.3	3.8	3.7	3.3	3.8	4.3	2.3
Other manufacturing	109	209	48	41	42	78	52	2.9	3.9	3.9	3.1	3.7	4.6	3.3
Total manufacturing	946	1,275	287	292	295	401	332	25.4	23.6	23.2	22.2	25.9	23.5	21.4
Construction	776	956	240	277	182	257	232	20.9	17.7	19.4	21.0	16.0	15.1	14.9
Road haulage	213	304	71	76	83	74	64	5.7	5.6	5.7	5.8	7.3	4.3	4.1
Wholesaling:														
Consumer goods	130	143	37	34	30	42	36	3.5	2.6	3.0	2.6	2.6	2.5	2.3
Non-consumer goods	191	318	95	73	68	82	61	5.1	5.9	7.7	5.5	6.0	4.8	3.9
Retailing:														
Food	81	119	23	28	31	37	35	2.2	2.2	1.9	2.1	2.7	2.2	2.3
Non-food	270	441	103	100	79	159	158	7.3	8.2	8.3	7.6	6.9	9.3	10.2
Financial and professional services	612	908	219	210	188	291	277	16.5	16.8	17.7	15.9	16.5	17.1	17.8
Hotels and restaurants	136	157	33	43	37	44	52	3.7	2.9	2.7	3.3	3.3	2.6	3.3
Garages	74	123	26	41	17	39	22	2.0	2.3	2.1	3.1	1.5	2.3	1.4
Other consumer services	81	184	28	39	37	80	149	2.2	3.4	2.3	3.0	3.3	4.7	9.6
Other industries	194	422	70	91	75	186	124	5.2	7.8	5.7	6.9	6.6	10.9	8.0
Total	3,720	5,398	1,238	1,317	1,138	1,705	1,554	100.0	100.0	100.0	100.0	100.0	100.0	100.0

Insolvencies in England and Wales

Number per quarter, seasonally adjusted



[1] Including administration orders and deeds of arrangement. [2] Compulsory plus creditors' voluntary liquidations.

the first quarter of 1976 show much the same general pattern as that of the first three quarters of 1975. Construction remained the largest single category at about 22 per cent.

Table 3 gives the industrial analysis of company liquidations up to the first quarter of 1976. Comparing the analysis for the first quarter with that for the previous quarter, there was a fall of 2 per cent in manufacturing, following a similar fall in the previous quarter, and there was a slight fall in the percentage in construction, which continued the trend that has been evident since mid-1975. The largest change came in other consumer services for which the percentage doubled from about 5 per cent to about 10 per cent. Other changes were fairly small.

Changes in the industrial analysis should be interpreted with caution because of the difficulty of making precise industrial classifications in many cases and the erratic nature of the series.

High Court and County Court figures

The figures for receiving and administration orders and compulsory liquidation winding-up orders in the High Court and County Courts during the second quarter of 1976 and the four preceding quarters are as follows:

	1975			1976	
	2nd qtr.	3rd qtr.	4th qtr.	1st qtr.	2nd qtr.
Receiving and administration orders					
High Court	445	334	498	379	475
County Courts	1,338	1,359	1,269	1,512	1,291
Total	1,783	1,693	1,767	1,891	1,766
Compulsory liquidation winding-up orders					
High Court	461	175	746	552	528
County Courts	132	104	129	135	117
Total	593	279	875	687	645

Notes

An article describing these statistics and giving quarterly figures from the beginning of 1960 to the end of 1974 (with industrial analyses from the beginning of 1969 to the third quarter of 1974) was published in *Economic Trends* for March 1975.

The figures for bankruptcies in Table 1 refer to persons, who are dealt with under the Bankruptcy Act 1914 and the Bankruptcy (Amendment) Act 1926 or who make arrangements with their creditors under the Deeds of Arrangement Act 1914. A receiving order is made by the court on the petition of a creditor if it is satisfied that the debtor has committed an act of bankruptcy, as listed in Section 1 of the Bankruptcy Act 1914, or on the petition of the debtor himself. The order makes the official receiver, who is an officer of the court, receiver of the debtor's estate and deprives the debtor of the right to deal with it. Administration orders, which are made under Section 130 of the Bankruptcy Act 1914, relate to deceased insolvents. Deeds of arrangement relate to arrangements between debtors and creditors that are reached, without recourse to the courts, under the Deeds of Arrangement Act 1914.

Insolvent partnerships are dealt with under the Bankruptcy Acts and are included in the figures for receiving orders in Table 1. A single receiving order may be made against a partnership or receiving orders may be made against partners individually, when each is included in Table 1. If separate receiving orders are made, they are consolidated before being proceeded with and appear as a single receiving order in Table 2.

The seasonally adjusted series have been revised to take account of experience in recent quarters. The main changes are to the figures for 1974 onwards with smaller changes to the figures for 1971 to 1973.

Receiving orders administered, referred to in Table 2, are those receiving orders not consolidated or rescinded before the end of the year. For the first three quarters of the year the industrial analysis in Table 2 is compiled about two months after the end of the quarter, to allow time for the statistics to be collected. Some of these receiving orders may later be rescinded. The analysis for the fourth quarter is obtained by subtracting the figures for the first three quarters from the figures for the full year. The industrial analysis for the full year takes account of revisions to the figures for the first three quarters and these are reflected in the analysis for the fourth quarter. It is therefore not appropriate to compare the industrial analysis for the fourth quarter with the analyses for the earlier quarters of the year.

Insolvent companies are dealt with under the Companies Acts 1948 and 1967 and the figures for company liquidations in Table 1 refer to the two types of liquidation that involve insolvency. The figures for compulsory liquidations relate to winding-up orders made by the courts. The figures for creditors' voluntary liquidations, in which the company and its creditors come to terms without court proceedings, relate to notifications of resolutions to wind up. There is a third type, members' voluntary liquidations; these do not involve insolvency and they are not included in the figures in this article.

There is considerable seasonal variation between quarters in the insolvency series, mainly because about 25 per cent of all receiving orders and about 80 per cent of all compulsory liquidations are

dealt with by the High Court, which has fewer sittings in the third quarter compared with other quarters because of the long vacation. For receiving orders, the seasonal fall in the third quarter is made up mainly in the following first quarter. Compulsory liquidations are more strongly seasonal, with a large fall in the third quarter followed by a large rise in the fourth. Creditor's voluntary liquidations are not particularly seasonal but seasonally adjusted figures for them are included in Table 1.

Questions are often asked about the distribution of insolvencies by size or by region but it would be impracticable or very costly to assemble statistics of this sort. There is no satisfactory measure of the size of an insolvency because a business tends to decline over a period and there are the problems of deciding for what time the size should be assessed and what measure should be used, and of obtaining this information retrospectively.

For regional statistics of bankruptcy, figures for receiving orders dealt with in the various courts provide some basis because cases are transferred to the court for the area in which the debtor lives or has his place of business. Annual figures for receiving orders analysed by court are given in the Bankruptcy General Annual Report. Regional statistics of company liquidations cannot be obtained in this way, because of the large proportion of cases dealt with by the High Court. There is also the difficulty that, although the address of the company's registered office may be known, the activities of the company are often located elsewhere and often extend over a wide area.

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PQ 417.2	Warp knitting for first quarter 1976
PQ 433	Fur for first quarter 1976
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PQ 479	Miscellaneous wood and cork manufactures for first quarter 1976
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Business Monitors in the Production series and Miscellaneous series, and certain Monitors (Nos. SD 1 and SD 9) in the Service and Distributive series, are normally available by annual subscription from Her Majesty's Stationery Office, PO Box 569, London SE1 9NH. Copies of specific issues (including back issues) can be ordered by post (payable in advance) from the Library at the Business Statistics Office, Cardiff Road, Newport, Gwent NPT 1XG (tel. 0633 56111, ext. 2973; telex 497121/497122 – Answer back BSO Newport), from which a complete list of the titles of Business Monitors is available on application. Back issues of the monthly and quarterly Monitors cost 30p a copy post free. Please send payment for all orders below £5. The annual Monitors are individually priced and the cost of these will be supplied on request. Exceptionally, copies can also be purchased over the counter at the Department's Statistics and Market Intelligence Library, Export House, 50 Ludgate Hill, London EC4M 7HU.

The Annual Census of Production Reports (the PA series of Monitors) and the 1971 Census of Distribution Reports (which are being published as Monitors SD 10 to SD 23, though not all are yet

Industrial publicity

Publicity for British exporters can often be obtained through use of the facilities of the Central Office of Information, who are concerned with collecting from industry items suitable for dissemination overseas by way of Government information services. The COI are interested in news items, feature article material, photographs, tape recordings for radio, and films for television and other screening. Contact should be made with the nearest Regional Office covering your area.

Northern: Mr H. G. Roberts, Andrews House, Gallowgate, Newcastle upon Tyne NE1 4TB (Tel: 27575 – Telex 53277).

Yorkshire & Humberside: Mr T. Cooban, City House, Leeds LS1 4JG (Tel: 38232 – Telex Econ Plan 55472 – message to be prefixed for COI).

East Midland: Mr P. T. Brazier, Cranbrook House, Cranbrook Street, Nottingham NG1 1EW (Tel: 46121 – Telex 37572).

Eastern: Mr A. A. McLoughlin, 72-80 Hills Road, Cambridge CB2 1LL (Tel: 58911 – Telex 81187).

London & South Eastern*: Mr R. Dean, OBE, St. Christopher House Annexe, Sumner Street, London, SE1 (Tel: 01-928 2371 – Telex 918881 message to be prefixed for London Region).

Southern: Mr A. S. Poole, Market Place House, Reading RG1 2EH (Tel: 581261 – Telex 848216).

South Western: Mr W. J. D. Irving, MVO, The Pithay, Bristol BS1 2NF (Tel: 291071 – Telex 44203).

Midland: Mr D. C. Boyd, Five Ways House, Islington Row, Birmingham B15 1SH (Tel: 021-643 8191 – Telex 33376).

North Western: Mr H. V. Tillotson, MVO, 22nd floor, Sunley Building, Piccadilly Plaza, Manchester M1 4BD (Tel: 061-832 9111 – Telex 667830).

Scottish Office: Mr C. MacGregor, MBE, Scottish Information Office, New St. Andrew's House, St. James Centre, Edinburgh EH1 3TD (Tel: 031-556 8400).

Ulster Office: Northern Ireland Information Service, Stormont Castle, Belfast BT4 3ST (Tel: 63011).

Welsh Office: Mr Brian Evans, Director, Welsh Office Information Division, Oxford House, Hills Street, Cardiff CF1 2XG (Tel: 44171 – Telex 49327).

* National companies in central London, and particularly those with UK subsidiaries or branches, which require overseas publicity should consult Industrial Section at COI Headquarters: Mr E. Turnbull, Central Office of Information, Hercules Road, London SE1 7DU (Tel: 01-928 2345 ext. 271 – Telex 915444).

available) can be obtained on standing order from Her Majesty's Stationery Office, PO Box 569, London SE1 9NH, or can be purchased separately from the Government bookshops or through booksellers.

Industrial statistics

Business Monitors
Annual Census of Production 1971 – Summary and Enterprise Tables

Business Monitor PA 1002, the final part of the Report on the Census of Production 1971, was published on 3 August. As in the 1970 Monitor (154), there are a number of tables summarising results previously published in the separate industry monitors (PA 101 to PA 603) together with a set of tables analysing census data by enterprise. In addition to analyses of enterprises by size of employment and net output, and of the 100 largest enterprises in manufacturing industries, Orders III-XIX of the Standard Industrial Classification (revised 1968), tables are included which present data for overseas controlled enterprises; similar information was last published for the 1968 Census (Part 158 Table 43).

This Business Monitor can be obtained from: Her Majesty's Stationery Office, PO Box 569, London SE1 9NH (tel. 01-928 6977). Price £3.80 or through any Government bookshop.

Further information on this Business Monitor and on the Censuses generally can be obtained from: Mr. R. J. Egerton, Business Statistics Office, Cardiff Road, Newport, Gwent NPT 1XG, tel. Newport 0633 56111, ext. 2455.

British Film Fund Agency returns

The British Film Fund Agency has authorised the publication of the following information for the four weeks ended 26 June, 1976.

Distributors' Earnings submitted	£
Low Cost films:	
Eligible (after multiplying by 2½)	121,912
Not Eligible for 2½ times rental	31,604
	153,516
High Cost Films (including Newsreels after multiplying by 2½)	423,408
	576,924
Films under 3,000 ft. (after multiplying by 2½)	50,825
	£627,749

Levy Collections paid to the Agency by H.M. Customs and Excise to 29 June, 1976 including an estimate of collections approximately covering entertainments for the four weeks ended 26 June, 1976 — £330,000

The eighth Interim Allocation for the Nineteenth Year will be at the rate of 62 per cent.

Registrations of British, community and foreign films

The following are details of films registered by the Department of Trade under the Films Acts 1960 to 1970, as amended by the European Communities Act 1972, during the week week ended Friday, 30 July 1976.
BR/E indicates that the film is a British quota film, EC that the film is a quota film. The date which forms part of the registration number of each is the date on which quota life of the film expires.

Title of film	Registered no.	Playing time minutes	Date of registration	Registered in the name of	Maker's name
			BRITISH		
Revolutions In Fast Circles	BR/E 38708/1/8/81	25	29 July	Cinema International Corporation (UK)	James Street Productions Ltd.
Mr. Smith	BR/E 38709/1/8/81	38	30 July	New Realm Distributors Ltd.	Jennie and Co.
Review No. 12 (29th Year)	BR/E 38710/1/8/81	9	30 July	Data Film Distributors Ltd.	National Coal Board
Movietone News 2460	BR/E 38626/1/8/81	8	30 July	British Movietonews Ltd.	British Movietonews Ltd.
			COMMUNITY		
Clockwork Nympho	EC 38706/1/8/81	86	28 July	Border Film Productions (London) Ltd.	Les Films du Griffon, Paris
Confessions Of A 6th Form Girl	EC 38711/1/8/81	68	30 July	New Realm Distributors Ltd.	Rapid Film GmbH, Munich
			FOREIGN		
The Message	F 38707	183	28 July	EMI Film Distributors Ltd.	Film Co. International Productions, Beirut
Sex Odyssey	F 38712	73	30 July	New Realm Distributors Ltd.	Victoria-Film G.u.M. Kopft, Vienna

Correction to the Register
The registration number of the film 'Office Party', registered on 9 July 1976, has been corrected to B/RE 38684/11/7/81.

Amendment to the Register
The registration number of the film 'Last Snows Of Spring', registered on 28 May 1976, has been amended to EC 38618/30/5/81 and the maker's name to read A-Erre Cinematografica, Italy.
Note:
The playing time of the film 'Aces High', registered on 20 May 1976, should have read 114 minutes.

Government Publications in the North

from

Her Majesty's Stationery Office, Brazennose Street, Manchester M60 8AS

Census of Production, 1963, 1968 and 1970-74
Estimates of regional capital expenditure

The following table brings together from censuses of production data on net capital expenditure in Scotland, Wales and Northern Ireland and the eight standard regions of England for the years 1963, 1968 and 1970 to 1974. The figures for 1963 and 1968 are from the Report on the Census of Production for 1968 (part 157, table 29). The figures for 1970, 1971 and 1972 are aggregations of regional data given in the census reports for individual industries for those years (Business Monitor PA series). The estimates of capital expenditure for 1973 and 1974 are provisional.

Inquiries about the Annual Census of Production should be made to: Business Statistics Office, Cardiff Road, Newport, Gwent NPT 1XG (tel. 0633 56111, ext. 2455).

Net capital expenditure by industry groups (a) (b)
All manufacturing industries: all establishments in the United Kingdom

£ million

		Food, drink and tobacco Order III	Coal, petroleum, chemical products and metal manufacture Orders IV-VI	Engineering and allied industries Orders VII-XII	Textiles, leather and clothing Orders XIII-XV	Other manufacturing industries Orders XVI-XIX	All manufacturing industries Orders III-XIX
United Kingdom	1963	139.2	287.6	333.7	84.1	181.9	1,026.4
	1968	199.3	434.3	456.6	146.7	288.3	1,525.2
	1970	238.3	753.6	665.3	172.7	334.4	2,164.3
	1971	258.8	857.1	585.0	147.8	354.1	2,202.8
	1972	279.2	670.1	521.7	140.7	365.7	1,977.3
	1973 (c)	365.9	596.3	713.0	247.0	515.9	2,438.1
	1974 (c)	469.4	853.5	1,011.4	291.0	588.8	3,214.1
Standard regions North	1963	3.8	33.7	14.2	3.3	4.7	59.7
	1968	8.1	61.9	19.2	8.5	14.3	112.1
	1970	8.8	131.8	26.9	15.4	14.8	197.8
	1971	9.5	127.5	43.4	10.7	18.6	209.7
	1972	13.0	97.3	37.0	8.2	17.0	172.4
	1973 (c)	18.4	88.1	36.3	21.3	25.4	189.5
	1974 (c)	19.5	177.5	51.6	18.5	27.3	294.4
Yorkshire and Humberside	1963	12.5	57.4	22.2	16.2	13.8	122.0
	1968	16.2	42.2	29.0	26.2	22.3	135.8
	1970	18.4	117.7	46.3	25.7	26.8	234.9
	1971	16.9	198.8	37.1	22.6	27.2	302.6
	1972	15.9	137.4	38.3	28.3	29.6	249.5
	1973 (c)	34.6	101.2	50.8	47.9	48.1	282.6
	1974 (c)	39.4	144.8	66.3	57.4	61.0	368.9
East Midlands	1963	6.3	13.5	16.0	12.6	9.5	57.8
	1968	9.7	16.9	37.0	21.5	15.3	100.4
	1970	15.0	19.4	37.1	28.3	16.9	116.6
	1971	21.4	27.3	29.3	17.5	19.5	115.0
	1972	22.0	20.0	28.5	22.5	25.3	118.3
	1973 (c)	22.1	20.6	38.3	29.7	31.3	142.0
	1974 (c)	30.1	30.7	53.2	32.0	37.0	183.0
East Anglia	1963	8.2	1.6	5.4	1.0	4.9	20.9
	1968	11.2	2.7	9.4	1.7	8.1	33.2
	1970	13.2	6.1	11.0	.. (d)	.. (d)	42.1
	1971	17.7	8.5	12.0	0.7	8.6	47.6
	1972	18.0	4.8	8.5	0.8	12.7	44.8
	1973 (c)	19.2	5.3	17.7	1.6	21.6	65.4
	1974 (c)	24.0	7.6	26.9	1.5	21.4	81.4
South East	1963	34.4	40.6	119.3	7.0	67.2	268.5
	1968	51.3	71.4	127.7	10.2	87.0	347.6
	1970	54.6	76.9	210.6	13.3 (d)	122.5 (d)	466.3
	1971	56.9	85.5	185.7	14.6	100.5	443.2
	1972	59.4	69.5	151.1	11.9	109.5	401.4
	1973 (c)	82.3	89.4	216.5	14.5	150.5	553.2
	1974 (c)	115.4	131.1	325.6	24.7	175.7	772.5
South West	1963	10.4	6.8	12.6	2.5	8.7	41.0
	1968	18.2	9.1	22.8	4.0	15.4	69.5
	1970	17.8	15.2	34.8	5.5	17.3	90.6
	1971	18.0	10.5	29.6	2.4	14.3	74.8
	1972	26.7	11.4	34.2	3.2	20.5	95.9
	1973 (c)	24.5	11.7	39.2	4.7	27.6	107.7
	1974 (c)	39.4	16.6	65.0	8.6	31.4	161.0
West Midlands	1963	15.7	33.3	58.9	4.5	20.0	132.2
	1968	17.6	33.6	82.6	5.7	34.8	174.4
	1970	21.7	38.1	114.2	8.6	36.0	218.7
	1971	30.0	39.1	95.1	4.4	56.0	224.7
	1972	33.4	32.2	85.4	6.1	38.2	195.3
	1973 (c)	34.5	44.5	124.0	9.0	58.9	270.9
	1974 (c)	34.5	58.3	156.0	7.7	59.4	315.9
North West	1963	23.8	39.9	36.5	20.4	28.9	149.5
	1968	32.4	76.9	59.8	35.7	43.8	248.6
	1970	31.8	127.1	78.4	30.4	48.8	316.5
	1971	34.9	156.9	67.9	24.5	58.4	342.6
	1972	35.2	117.4	61.3	24.6	53.9	292.4
	1973 (c)	52.9	64.2	89.6	53.9	74.3	334.9
	1974 (c)	70.0	99.1	126.9	76.2	81.0	453.2

Net capital expenditure by industry groups (a) (b)
All manufacturing industries: all establishments in the United Kingdom

£ million

		Food, drink and tobacco Order III	Coal, petroleum, chemical products and metal manufacture Orders IV-VI	Engineering and allied industries Orders VII-XII	Textiles, leather and clothing Orders XIII-XV	Other manufacturing industries Orders XVI-XIX	All manufacturing industries Orders III-XIX
England	1963	115.1	226.6	285.1	67.4	157.6	851.7
	1968	164.8	314.8	387.6	113.5	240.9	1,221.6
	1970	181.3	532.3	559.5	127.3	283.1	1,683.5
	1971	205.4	654.2	500.3	97.4	303.0	1,760.3
	1972	223.5	490.0	444.3	105.5	306.7	1,570.0
	1973 (c)	288.5	425.0	612.4	182.6	437.7	1,946.2
	1974 (c)	372.3	665.7	871.5	226.6	494.2	2,630.3
Wales	1963	3.6	33.6	10.4	3.4	7.0	58.1
	1968	3.5	59.6	14.6	5.7	14.1	97.5
	1970	5.5	138.0	34.2	8.7	17.6	204.0
	1971	7.6	152.5	26.5	7.6	11.8	206.0
	1972	6.4	131.9	27.2	4.5	13.6	183.7
	1973 (c)	7.1	113.8	28.2	9.8	20.8	179.7
	1974 (c)	8.5	101.1	40.0	10.5	27.8	187.9
Scotland	1963	16.4	24.6	30.3	6.6	14.9	92.8
	1968	25.1	58.2	44.5	14.5	21.8	164.2
	1970	43.5	81.9	58.7	12.8	23.9	220.7
	1971	37.6	48.7	51.1	13.6	27.6	178.6
	1972	40.3	47.2	41.0	11.3	34.7	174.5
	1973 (c)	53.1	55.5	57.2	21.2	47.5	234.5
	1974 (c)	71.8	82.7	75.9	25.0	53.9	309.3
Northern Ireland	1963	4.1	2.8	7.7	6.6	2.4	23.8
	1968	6.0	1.8	9.9	12.9	11.4	41.9
	1970	8.0	1.6	12.7	24.0	9.8	56.1
	1971	8.2	1.8	7.1	29.2	11.8	58.1
	1972	8.9	1.0	9.2	19.4	10.7	49.1
	1973 (c)	17.2	2.0	15.1	33.5	9.9	77.7
	1974 (c)	16.8	4.0	23.9	28.9	12.9	86.5

(a) Net capital expenditure: new building work plus acquisitions less disposals of land and existing buildings, plant and machinery and vehicles. Expenditure on new establishments which have not commenced production in the year is excluded from the figures for 1963 and 1968. Figures differ from those in the National Income and Expenditure Blue Book (eg Table 58) for this and other reasons, a major one affecting all years being that the latter excludes transactions in land and existing buildings.
(b) Industry groups: Orders or combinations of Orders in the Standard Industrial Classification (revised 1968).
(c) Provisional estimates.
(d) For 1970 to avoid disclosure figures for the South East region includes the value for East Anglia.

Regional development grant payments

Companies which have received one or more payments of regional development grant of over £25,000 in the quarter ended 30 June 1976 are shown below. The table is drawn up on a regional basis according to the location of the premises in respect of which the grants were paid. The amounts shown against each premises are in some cases individual payments and in some cases the total of a number of separate payments each individually exceeding £25,000.

(The list of payments made in the first quarter of 1976 appeared in *Trade and Industry* dated 7 May 1976 and a list of payments made in the last quarter of 1975 together with the dates when earlier lists were published appeared in *Trade and Industry* dated 5 March 1976).

Name of company	Location of premises	Grant £'000
SOUTHWEST		
MCC Plant Hire Ltd.	St. Austell	25
Midland Montagu Leasing Ltd.	Camborne	45
Rank Radio International Ltd.	Plymouth	51
Rank Radio International Ltd.	Redruth	33
YORKSHIRE AND HUMBERSIDE		
ABI Properties Ltd.	Beverley	41
A. H. Marks and Co. Ltd.	Bradford	71
A. Ogden and Sons Ltd.	Otley	32
Bass Ltd.	Tadcaster	34
British Steel Corporation	Rotherham	277
British Steel Corporation	Scunthorpe	952
British Steel Corporation	Sheffield	813
Capper Pass Ltd.	North Ferriby	59
Carnint Inc.	Worksop	252
Chambers and Fargus Ltd.	Hull	31
Christian Salvensen (Cold Storage) Ltd.	Hull	50
Crosol Ltd.	Halifax	50
Dale Electric of Great Britain Ltd.	Filey	36
Easterbrook Allcard and Co. Ltd.	Sheffield	33
Firth Furnishings Ltd.	Heckmondwike	26
Hickson and Welsh Ltd.	Castleford	36
John Blackwood Hodge and Co. Ltd.	Barnsley	28
London and Scandinavian Metalurgical	Rotherham	30
Magnet Joinery Ltd.	Keighley	30
Pneumatic Components Ltd.	Sheffield	45
Reckitt and Sons Ltd.	Hull	190
Rugby Portland Cement Co. Ltd.	Barton-on-Humber	42
Sheffield Smelting Co. Ltd.	Sheffield	58
Star Paper Ltd.	Barnsley	42
S. W. Farmer (Holdings) Ltd.	Leeds	27
TPT Ltd.	Halifax	27

Name of company	Location of premises	Grant £'000
NORTH WEST		
Associated Lead Manufacturers Ltd.	Bootle	29
Associated Octel Co. (Plant) Ltd.	Ellesmere Port	33
Beecham Group Ltd.	Walkden	41
BICC Ltd.	Helsby	151
BICC Ltd.	Prescot	53
Bowater Packaging Ltd.	Ellesmere Port	53
Bowaters UK Paper Co. Ltd.	Ellesmere Port	26
British Aircraft Corporation Ltd.	Warton	58
British American Tobacco Co. Ltd.	Liverpool	40
British Leyland UK Ltd.	Leyland	28
British Nuclear Fuels Ltd.	Capenhurst	148
British Nuclear Fuels Ltd.	Preston	71
British Reinforced Concrete Engineering Co. Ltd.	Birkenhead	197
British Sidac Ltd.	St. Helens	73
Burmah Oil Trading Ltd.	Ellesmere Port	106
Burnley Engineering Products Ltd.	Burnley	31
Cadbury Schweppes Foods Ltd.	Moreton	38
Cammell Laird Shipbuilders Ltd.	Birkenhead	680
Carrington Viyella Properties Ltd.	Barrowford	30
C. H. Johnson and Sons Ltd.	Wythenshawe	26
Ciba-Geigy (UK) Ltd.	Manchester	35
Clarke Chapman Ltd	'S'	25
Co-operative Insurance Society Ltd.	Huyton	36
Courtaulds Hosiery Ltd.	Skelmersdale	26
Courtaulds Ltd.	Skelmersdale	35
CPC (United Kingdom) Ltd.	Manchester	44
David Brown Tractors Ltd.	Leigh	40
Doulton Glass Industries Ltd.	Salford	89
Electrical Power Storage Ltd.	Bolton	76
European Land Investments Ltd.	Knutsford	31
Fibreglass Ltd.	St. Helens	144

Name of company	Location of premises	Grant £'000
Fisons Ltd.	Holmes Chapel	36
Fisons Ltd.	Widnes	117
Ford Motor Co. Ltd.	Halewood	425
Granox Ltd.	Widnes	37
Guinness Exports Ltd.	Liverpool	26
Henry and Leigh Slater Ltd.	Poynton	47
Imperial Chemical Industries Ltd.	Macclesfield	66
Imperial Chemical Industries Ltd.	Runcorn	789
Imperial Chemical Industries Ltd.	Thornton, Blackpool	30
Imperial Chemical Industries Ltd.	Widnes	228
Ingersoll-Rand Co. Ltd.	Horwich	174
Ingersoll-Rand Co. Ltd.	Wigan	64
Joseph Crosfield and Sons Ltd.	Warrington	53
Kodak Ltd.	Kirkby	89
Lever Brothers Ltd.	Port Sunlight	77
Lilly Industries Ltd.	Liverpool	102
Meccano Ltd.	Liverpool	76
McTay Marine Ltd.	Bromborough	35
Nacanco Ltd.	Norwich	246
National Coal Board	St. Helens	358
National Coal Board	Whiston	115
Otis Elevator Co. Ltd.	Kirkby	36
Peerless Refining Co. (Liverpool) Ltd.	Bootle	53
Price's Chemicals Ltd.	Bebington	79
Ransome Hoffman Pollard Ltd.	Blackburn	39
Ravenhead Co. Ltd.	St. Helens	86
Richardson Merrell Ltd.	Skelmersdale	69
Rockware Glass Ltd.	St. Helens	41
Shell UK Ltd.	Ellesmere Port	256
Siemens Ltd.	Congleton	67
Skelmersdale Development Corporation	Skelmersdale	60
Synthetic Resins Ltd.	Speke	30
UKF Fertilisers Ltd.	Ince, Chester	89
UML Ltd.	Bebington	161
Unigate Properties Ltd.	Ellesmere, Shropshire	151
United Biscuits Ltd.	Liverpool	41
Urenco (UK)	Wirral	1,440
Van Leer (UK) Ltd.	Ellesmere Port	27
Vauxhall Motors Ltd.	Ellesmere Port	92
Vine Chemicals Ltd.	Widnes	27
Ward Blenkinsop and Co. Ltd.	Widnes	60
NORTHERN		
Abraham and Co. (Birmingham) Ltd.	Gateshead	34
Associated Co-operative Creameries Ltd.	Stockton-on-Tees	37
Austin and Pickersgill Ltd.	Sunderland	808
Aycliffe Development Corporation	Newton Aycliffe	29
Batchelor Robinson Metals and Chemicals Ltd.	Hartlepool	114
BEC Plant Ltd.	'S'	26
Black and Decker Ltd.	Spennymoor	74
BOC Ltd.	Middlesbrough	107
British Chrome and Chemicals Ltd.	Eaglescliffe, Stockton	68
British Industrial Plastics	Maryport	34
British Nuclear Fuels Ltd.	Windscale, Cumbria	687
British Rail Engineering Ltd.	Shildon	102
British Steel Corporation	Consett	305
British Steel Corporation	Hartlepool	78
British Steel Corporation	Middlesbrough	1,396
British Steel Corporation	Redcar	5,059
BSC Planning and Capital Developments Division	Redcar	231
Bruntons Dairies Ltd.	Middlesbrough	54
Caterpillar Tractor Co. Ltd.	Birtley	177
Cleveland Bridge and Engineering	Middlesbrough	40
Coca Cola Export Corporation	Belmont, Durham	41
Eaton Axles Ltd.	Aycliffe, Industrial Estate	65
Ever Ready Co. (GB) Ltd.	Newcastle upon Tyne	158
Exquisite Knitwear Ltd.	Ashington	28
Formica Ltd.	North Shields	57
George Blair and Co. Ltd.	Newcastle upon Tyne	33
George Wimpey and Co. Ltd.	Clifton, Penrith	40
George Wimpey and Co. Ltd.	Workington	59
Glaxo Laboratories Ltd.	Ulverston	108
Hill Samuel Leasing Co. Ltd.	Eaglescliffe	29
Ibos Finance Ltd.	Peterlee	45
Imperial Chemical Industries Ltd.	Billingham	1,138
Imperial Chemical Industries Ltd.	Middlesbrough	1,921
Imperial Group Ltd.	Newcastle upon Tyne	87
Kier Ltd.	Middlesbrough	32
Lion Tube and Steel Co. Ltd.	Middlesbrough	40
Lloyds Leasing Ltd.	Redcar	25
Lombard North Central Leasing Ltd.	Washington	40
Mercantile Leasing Co. Ltd.	Cramlington	37
Monsanto Ltd.	Middlesbrough	2,001
Mullard Ltd.	Belmont, Durham	134
National Coal Board	Blackhall	25
National Coal Board	Blyth	89
National Coal Board	Dawdon	122
National Coal Board	Easington	87
National Coal Board	Felton	32
National Coal Board	Gateshead	251
National Coal Board	Haslerigg, Newcastle	158
National Coal Board	Hetton le Hole	74
National Coal Board	Lynmouth	42
National Coal Board	Morpeth	238
National Coal Board	Seaham	141
National Coal Board	Sunderland	155
National Coal Board	Whitehaven	145
Norpipe Petroleum UK Ltd.	Middlesbrough	524
Norsea Pipeline Ltd.	Middlesbrough	447
Northern Foods Ltd.	Middlesbrough	75
Oakbridge Plant Ltd.	'S'	79
Pirelli Ltd.	Carlisle	32
Polyamide Intermediates Ltd.	Middlesbrough	707
Procter and Gamble Ltd.	Wallsend	31
Reyrolle Parsons Ltd.	Newcastle upon Tyne	56
Robert B. Massey and Co. Ltd.	Framwellgate Moor, Durham	37
Rohm and Haas (UK) Ltd.	Jarrow	78
Rothe Erde (GB) Ltd.	Peterlee	99
Scottish and Newcastle Breweries Ltd.	Newcastle upon Tyne	72
Searle Laboratories	Morpeth	100
Seymour Plant (Northern) Ltd.	'S'	41
Shell UK Ltd.	Middlesbrough	354
Shepherd Hill and Co. Ltd.	Consett	106
Sidex Ltd.	Wigton	50
Smith Bros. (Whitehaven) Ltd.	Workington	81
Sparton Steel and Alloys Ltd.	Gateshead	115
Steetley (MFG) Ltd.	Ferryhill	47
Sterling Organics	Cramlington	172
Sunderland Shipbuilders Ltd.	Sunderland	283
Swan Hunter Shipbuilders Ltd.	Hebburn	45
Thermal Syndicate Ltd.	Newcastle upon Tyne	45
Thomas De La Rue and Co. Ltd.	Gateshead	28
Thompson Eyres and Denny Mott Ltd.	Jarrow	30
T. J. Thomson and Son Ltd.	Stockton on Tees	107
Velva Liquids (North Shields) Ltd.	East Howden, South Shields	87
Vickers Shipbuilding Group Ltd.	Barrow-in-Furness	119
Welwyn Electric Ltd.	Bedlington	85
W. F. and J. R. Shepherd Ltd.	Newcastle upon Tyne	39
William Goodacre and Sons Ltd.	Kendal	37
Wolsingham Steel Co. Ltd.	Wolsingham	119
3M UK Ltd.	Aycliffe	32
WALES		
Aberthaw-Bristol Channel Portland Cement Co. Ltd.	Barry	108
Abingdon Carpets Ltd.	Abercarn	28
Alcoa Manufacturing (GB) Ltd.	Swansea	572
Amoco (UK) Ltd.	Milford Haven	87
Batchelor Robinson Metals and Chemicals Ltd.	Llanelli	25
British Leyland UK Ltd.	Pengam, Cardiff	376
British Steel Corporation	Deeside	172
British Steel Corporation	Ebbw Vale	878
British Steel Corporation	Llanelli	32
British Steel Corporation	Pontypool	30
British Steel Corporation	Port Talbot	188
British Tissues Ltd.	Bridgend	116
Captocar Leasing Co.	Swansea	139
CI Fasteners Ltd.	Ammanford, Dyfed	26
Elliott Finance and Investment Co. Ltd.	Pontardawe	27
Esso Petroleum Co. Ltd.	Milford Haven	40
Fibreglass Ltd.	Wrexham	204
General Paper and Box Manufacturing Co. Ltd.	Pontypridd	26
George Wimpey and Co. Ltd.	Aberdare	69
George Wimpey and Co. Ltd.	Glynneath	211
Glamorgan Roadstone Ltd.	Pontyclun	32
GKN (South Wales) Ltd.	Cardiff	1,753
Hayward Civil Engineering Ltd.	Chepstow 'S'	68
Hotpoint Ltd.	Llandudno Junction	33
J. R. Freeman and Son Ltd.	Port Talbot	45
Kellogg Co. of Great Britain Ltd.	Wrexham	26
Kronospan Ltd.	Wrexham	152
Lenhane Mackenzie and Shand Ltd.	Aberdare	303
Lenhane Mackenzie and Shand Ltd.	Bridgend	32
Lombard North Central Leasing	Port Talbot	30
Mercantile Leasing Co. Ltd.	Port Talbot	31
MID Wales Development Corporation	Newtown	57
National Coal Board	Abertillery	26
National Coal Board	Bedwas, Monmouthshire	32
National Coal Board	Ynysybwl	95
Natural Gas Tubes Ltd.	Tredegar	129
Nevill Druce and Co. Ltd.	Llanelli	28
Norsk Hydro (UK) Ltd.	Bedwas	40
Penrhyn Quarries Ltd.	Bethesda	41
Pilkington Brothers Ltd.	Wrexham	95
Plastic Engineers Ltd.	Pontypridd	32
Portland Chemicals Ltd.	Cardiff	26
Re-Chem International Ltd.	Pontypool	29
Revlon Overseas Corporation	Maesteg	27
Short Bros. (Plant) Ltd.	Aberdare 'S'	77
South Carnarvon Creameries Ltd.	Pwllheli	25
Spanboard Ltd.	South Molton	31
Steetley (Manufacturing) Ltd.	Pentyrch	25
Star Wrought Products Ltd.	Neath	51
Steel Supply Co. (Western) Ltd.	Skewen	53
Texaco Ltd.	Pembroke	96
3M (United Kingdom) Ltd.	Swansea	36
Western Mail and Echo Ltd.	Cardiff	28
SCOTLAND		
Babcock and Wilcox (Plant Leasing) Ltd.	Dumbarton	28
Babcock and Wilcox (Plant Leasing) Ltd.	Renfrew	49
Barclays Export and Finance Co. Ltd.	Grangemouth	453
Bass Charrington Ltd.	Glasgow	187
Bass Ltd. (Tennant Caledonian Breweries Ltd.)	Glasgow	116
Beecham Pharmaceuticals UK Division	Irvine	304
Borg-Warner Chemicals	Grangemouth	69
Bowater Packaging Ltd.	Glasgow	35
Bowmaker (Commercial) Ltd.	'S'	65
British Leyland UK Ltd.	Bathgate	179
British Steel Corporation	Cambuslang	41
British Steel Corporation	Motherwell	1,855
British Steel Corporation	'S'	388
Brownlee and Co. Ltd.	Montrose	28

New index of industrial production for Scotland

A new index of industrial production for Scotland has been constructed by the Scottish Economic Planning Department. The index is introduced in an article in the summer edition of the *Scottish Economic Bulletin* (No. 10).

The index is a major addition to the main economic indicators of the Scottish economy. It replaces a series last published in respect of 1971 (based on 1958 = 100) which was discontinued because the base had become outdated and the method of calculation was considered to be no longer supplying reliable results.

The new series is based on 1970 and has been calculated annually from 1970 to 1972 and quarterly thereafter.

The figures in the table update the results published in the *Scottish Economic Bulletin* to the end of 1975 and amended for later information.

The figures are not seasonally adjusted at present but it is hoped to provide such a series in the future, and to provide a linked series for earlier years.

The all-industries index, after rising to a peak of 109.8 in 1973, has fallen back during the current recession to 103.7 in 1975. The United Kingdom Index, by comparison reached 110.2 in 1973 but fell to 101.0 in 1975.

Among individual industries, mining and quarries had reached 109 by 1975 reflecting the strong upward trend in employment in

Index of industrial production for Scotland: quarterly results

1968 SIC	Total: all industries	Mining and quarrying	Manufacturing Industries: Total: all manufacturing industries	Food, drink and tobacco	Chemicals and coal and petroleum products	Metal manufacture	Engineering and allied industries: Total	Mechanical and instrument engineering	Electrical engineering
Weight per 1,000	1,000	30	729	170	55	53	270	128	50
1970	100.0	100	100.0	100	100	100	100	100	100
1971	98.8	107	98.4	105	110	88	93	85	103
1972	100.8	95	99.5	109	122	86	90	77	111
1973	109.8	106	107.3	114	124	96	97	82	137
1974	106.8	98	107.1	119	132	90	101	82	158
1975	103.7	109	102.2	118	111	74	100	87	135
1973 1st quarter	109.1	103	104.0	107	117	98	97	81	136
2nd quarter	110.6	119	107.7	115	123	100	96	86	120
3rd quarter	104.5	104	102.8	115	126	92	88	76	129
4th quarter	115.2	98	114.6	121	131	96	107	85	165
1974 1st quarter	104.8	68	103.1	113	134	84	97	75	157
2nd quarter	109.6	113	110.8	119	136	98	105	86	156
3rd quarter	101.0	100	102.3	120	130	82	92	77	147
4th quarter	112.0	110	112.1	124	126	96	111	91	171
1975 1st quarter	105.2	109	102.4	113	112	88	101	87	135
2nd quarter	104.2	118	102.6	116	111	77	101	86	137
3rd quarter	97.3	93	96.8	118	102	64	93	84	123
4th quarter	108.0	118	160.9	124	120	68	106	91	144
% change									
1975 Q4 on 1974 Q4	−3.6	+7	−4.6	0	−5	−30	−4	0	−16
1975 on 1974	−2.9	+12	−4.5	−1	−16	−17	−1	+5	−15

Quarterly series are not seasonally adjusted (1970 = 100)

Vehicles (incl. ships and aircraft)	Metal goods nos	Textiles, leather and clothing	Bricks, pottery, glass, cement etc.	Timber, furniture etc.	Paper, printing and publishing	Other manufacturing industries	Construction	Gas, electricity and water	1968 SIC
65	27	67	24	19	54	17	170	71	Weight per 1,000
100	100	100	100	100	100	100	100	100	1970
98	100	103	95	100	95	104	99	99	1971
89	111	107	102	108	94	108	104	110	1972
92	104	117	99	135	102	136	115	126	1973
89	111	105	98	121	91	113	100	123	1974
95	112	102	91	109	84	100	101	123	1975
96	102	116	94	129	98	122	114	152	1973 1st quarter
92	106	121	103	133	101	139	120	114	2nd quarter
77	99	109	97	130	98	139	118	89	3rd quarter
104	109	121	102	148	111	145	107	147	4th quarter
88	106	99	90	126	89	111	102	144	1974 1st quarter
99	113	113	102	130	95	113	105	108	2nd quarter
70	107	102	97	113	88	112	100	90	3rd quarter
100	117	106	102	116	93	116	95	151	4th quarter
94	117	97	97	114	86	106	97	151	1975 1st quarter
98	114	103	100	109	81	99	106	113	2nd quarter
86	99	101	77	95	79	95	104	90	3rd quarter
103	117	107	89	119	88	100	97	141	4th quarter
									% change
+3	0	+1	−13	+2	−6	−14	+2	−7	1975 Q4 on 1974 Q4
+7	+1	−3	−4	−10	−8	−11	0	0	1975 on 1974

petroleum and natural gas exploration and production (which is included under this head) and also a stronger trend in coal output than in the rest of the UK.

The food, drink and tobacco industry has risen to 118 by 1975 – partly accounted for by the expanding whisky industry.

Other manufacturing industries to do well over the five years were electrical engineering (135 in 1975) and chemicals, coals and petroleum products (111 in 1975).

Provisional results for the fourth quarter of 1975 show that Scottish production was 3.6 per cent down on the same quarter of 1974.

Mining and quarrying supported by its oil employment content, was fully 7 per cent above the corresponding quarter a year earlier. Production in construction, vehicles, shipbuilding, aircraft and timber furniture etc. industries was slightly up. But outputs in electrical engineering, other manufacturing industries and metal manufacture have fallen both in absolute terms and in comparison with the UK.

The results for the latest quarter should be treated with caution as they are liable to revision as later information becomes available.

'Energy Trends': Industrial consumption higher

Total energy

According to the July issue of *Energy Trends*, the Department of Energy's monthly statistical bulletin, during the latest three month period March to May 1976, total inland energy consumption on a primary fuel input basis was at the same level as in the corresponding period of 1975. The seasonally adjusted and temperature corrected consumption series for the same period at an annual rate of 329½ million tons coal equivalent indicates however, that total consumption is running at a marginally higher level than a year ago.

Provisional figures for energy consumption on a heat supplied basis for the first quarter of 1976 show that total final consumption was nearly 2½ per cent higher than in the corresponding period of 1975. The level of domestic use was virtually unchanged from a year ago in total, but the shares of both gas and petroleum increased, with corresponding declines in the use of coal and electricity. Industries other than iron and steel increased their total consumption by nearly 4½ per cent and a similar increase was recorded in the transport sector.

Of the component fuels within total final consumption, natural gas increased by over 8 per cent but in contrast, coal and fuels derived from coal each declined at a similar rate. There was an increase in petroleum consumption by final users of over 4½ per cent. This increase contrasts with the decrease of over 2 per cent in total petroleum consumption measured on a primary fuel input basis during the same period, the difference being attributable mainly to the much reduced consumption of oil by power stations in Table 14.

Coal: output at low level

During the first half of the year output of deep-mined coal was 4 million tons less than in the corresponding period of 1975, a decline of over 6½ per cent.

Consumption by power stations rose by nearly 3½ per cent but this was against a background of falling consumption in all other sectors and total consumption during the period was lower by nearly 1½ per cent compared with the first half of 1975.

Gas: higher industrial use

Total sales of gas in the first quarter of 1976 were 8½ per cent higher than in the corresponding period of 1975. Each of the consuming sectors increased their offtake, sales to the iron and steel industry and to other industries increasing by about 7 and 13 per cent respectively, the first quarter on quarter increases recorded in these sectors for a year. Sales to commercial and other non-industrial consumers rose by over a fifth, but although the quarter was slightly colder than a year ago, domestic consumers took only about 3 per cent more than in the corresponding period of 1975.

Electricity: total sales level out

Total electricity sales in the first quarter of 1976 stabilised at the level of a year ago in contrast to the falling sales which were observed in the previous two quarters. Within the total, sales to the domestic sector declined by 5 per cent compared with the first quarter of 1975, but higher sales were recorded to each of the remaining sectors, those to the iron and steel industry and to other industries, up by 3 per cent and 5 per cent respectively, being the first indication for a year of increasing demand in these sectors.

Petroleum: transport fuels in demand

During the three months March to May, refinery output increased by 5½ per cent compared with the corresponding period of 1975. The increase was shared by most of the principal products with the exception of fuel oil, output of which remains below last year's level.

Total deliveries of products during the period March to May were marginally lower (½ per cent) than last year but deliveries of each of the major transport fuels increased, motor spirit by 4 per cent and DERV and aviation turbine fuel by over 4½ per cent. Deliveries of naphtha, used mainly as a petrochemical feedstock, increased by over 13 per cent compared with the corresponding period a year ago.

Supplementary data

Prices for the first quarter of 1976 have been added to the table of industrial fuel prices and some amendments have been made to the previously published figures.

The bulletin is prepared by the Economics and Statistics Division of the Department of Energy. Further copies of the bulletin may be obtained from: Information Division, Department of Energy, Room 1674, Thames House South, Millbank, London SW1P 4QJ.

Regional selective assistance

The tables below show on a regional basis, the value of applications received and offers made under Section 7 of the Industry Act for the months indicated.

Region	Applications received No.	Offers made No.	Offers made Value (£'000)
MARCH 1976			
Scotland	19	5	55
Wales	7	9	604
Northern	32	12	225
North West	27	46	1,905
Yorkshire/Humberside	21	8	2,112
South West	9	5	318
East Midlands	15	5	50
West Midlands	1	—	—
Total	131	90	5,269

£'000

Region	Applications received	Offers made
APRIL 1976		
Scotland	751	505
Wales	1,066	343
Northern	2,978	560
North West	4,782	380
Yorkshire/Humberside	3,836	366
South West	934	1,728
East Midlands	279	116
West Midlands	100	—
Total	14,726	3,998
MAY 1976		
Scotland	4,836	2,498
Wales	912	81
Northern	8,435	287
North West	3,040	1,571
Yorkshire/Humberside	4,281	141
South West	864	—
East Midlands	700	45
West Midlands	—	—
Total	23,068	4,623

Index to statistics and organisational information published regularly in 'Trade and Industry'

A = annually M = monthly Q = quarterly 6M = every six months.

Title	Last published
Air transport: trade by air (A)	16 July 1976
Balance of payments:	
current account (M)	23 July 1976
trends in invisible transactions	16 Apr. 1976
(*see also* Overseas trade of the UK)	
Bankruptcies *see* Insolvencies	
Business names and limited partnerships (A)	7 May 1976
Capital expenditure: manufacturing, distributive and service industries (Q)	9 July 1976
By regions	28 May 1976
Catering trades turnover (M)	16 July 1976
Census of production (A)	2 Apr. 1976
Chemicals industry activity (Q)	2 July 1976
Companies:	
acquisitions and mergers (Q)	14 May 1976
Liquidations *see* Insolvencies	
liquidity (Q)	11 June 1976
new registrations:	
Gt. Britain (M)	30 July 1976
N. Ireland (M)	16 July 1976
rate of return on capital	24 Oct. 1975
Construction work overseas (A)	17 Oct. 1975
EEC economic indicators	This week
Energy trends (M)	This week
Engineering industries: sales and orders (M)	23 July 1976
Film industry	
British Film Fund Agency returns (M)	This week
cinema admissions and takings (M)	23 July 1976
overseas payments and earnings (A)	8 Aug. 1975
registrations of films (A)	30 Jan. 1976
Food:	
consumption levels (6M)	2 July 1976
household consumption (Q)	2 July 1976
Footwear industry: production, orders and deliveries (M)	30 July 1976
Foreign exchange: official reserves (M)	9 July 1976
Foreign trade: industrial countries' production and trade (Q)	25 June 1976
(*see also* Overseas trade of the UK)	
Hire-purchase business (M)	9 July 1976
Industrial production:	
index numbers (M)	23 July 1976
N. Ireland index	21 Nov. 1975
Scotland	This week
Wales	30 July 1976
Insolvencies (Q)	This week
Insurance companies: investments and assets (A)	22 Aug. 1975
Investment:	
book values of overseas direct investments (every 3 years)	15 Nov. 1973
industry's investment intentions (3 times a year)	11 June 1976
investment and earnings overseas (A)	25 June 1976
Man-made fibres:	
deliveries (Q)	21 May 1976
production (M)	30 July 1976
production: quarterly analysis (Q)	21 May 1976
Metal working machine tools (M)	23 July 1976
Motor industry:	
car and commercial vehicle production (M)	30 July 1976
estimated figures (M)	16 July 1976
motor trade turnover (Q)	21 May 1976
Office development permits (Q)	18 June 1976
Overseas trade of the UK:	
direct exporters and credit terms (A)	16 July 1976
analysis of trends (Q)	18 June 1976
ten-year back run (A)	12 Mar. 1976
(*see also* Balance of payments)	
Pension funds: investments and assets (A)	22 Aug. 1975
Regional development grants (Q)	7 May 1976
Regional selective assistance monthly summary (M)	This week
Regional selective assistance: offers £10,000 or more (Q)	This week
Retail prices index (M)	23 July 1976
Retail trades:	
sales (M)	9 July 1976
amendment	16 July 1976
provisional figures (M)	23 July 1976
sales, N. Ireland (M)	30 July 1976
stocks (M)	16 July 1976
Royalties: overseas transactions (A)	25 June 1976
Shipping: nationality of vessels in UK sea-borne trade (A)	9 July 1976
Steel consumption and stocks (Q)	2 July 1976
Stocks:	
manufacturers' and distributors' quarterly figures (Q)	9 July 1976
manufacturers' stocks: monthly estimates (M)	30 July 1976
retail (M)	16 July 1976
Television: overseas payments and earnings (A)	8 Aug. 1975
Textiles:	
activity in the industry (Q)	30 July 1976
carpet sales (M)	23 July 1976
cotton industry production (M)	30 July 1976
hosiery production (M)	25 June 1976
made-up clothing: orders and deliveries (M)	30 July 1976
wholesale houses' sales (M)	30 July 1976
wool exports (Q)	28 May 1976
wool output (M)	30 July 1976
Tourism:	
foreign visitor arrivals (M)	19 Mar. 1976
overseas travel and tourism (Q)	This week
Wholesale prices:	
average prices of selected commodities (A)	9 Apr. 1976
index numbers (M)	23 July 1976

Departmental organisations, etc.

Subjects	Last published
British commercial representations overseas	16 Apr. 1976
Customs notices of interest to exporters	This week
ECGD local offices	This week
Guide to Departments	23 July 1976
Official Receivers' offices	This week
Programme of trade promotions	This week
Release dates of economic statistics	23 July 1976

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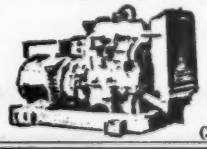

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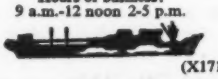

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